BULLETIN FOR Jehovah's witnesses

August 1, 1931

Can We Do It? A MILLION in 10 Days

Witness Week Campaign Sept. 4 to 13

The *Kingdom* Booklet to Be Offered at 5c

Almost 400,000 Placed During Surprise Week

Jehovah's Witnesses Filled with Zeal

The period designated Witness Week was set apart and this title was chosen for it during the latter part of 1930. This was before the new name "Jehovah's witnesses" was considered and before arrangements for the Columbus convention had been undertaken. All of these points are very significant to the Lord's anointed at the present time when they see the appropriateness of the title Witness Week for the first active campaign after the public adoption of the new name by the Lord's anointed. It gives us positive assurance that the Lord had in mind the detailed events that were going to take place at Columbus and immediately following long before his people on earth saw or appreciated it. This assurance must thrill the hearts of the anointed, knowing that the Lord says, "Unless the Lord build the house, they labor in vain that build it." The converse of this must be that when we have positive proof from the Lord that he is directing even the minutest details and we are in harmony therewith our efforts must be fruitful to the Lord's glory and pleasing to him. What a happy prospect for Jehovah's witnesses as they enter into this Witness Week campaign! The name is most appropriate to inaugurate the first campaign after the adoption of the new name, and surely it is most appropriate to start the world-wide campaign with the *Kingdom* booklet containing the resolution adopted at Columbus declaring that the Lord's kingdom is the only hope for mankind and placing the issue squarely before the leaders and people that the time has come for them to render allegiance to Jehovah or be entirely destroyed as opponents of the Lord and his organization. This is surely the Lord's doing, and marvelous in our eyes. Those who were privileged to attend the Columbus convention saw much evidence of how the public in general accepted and fell in line with the great truths the Lord was revealing at that time. An illustration of this was manifest at the time the new name was announced. Stores, restaurants and business places in general which were decorated with signs, "Welcome I.B.S.A.," "Welcome Bible Students," etc., in many cases were changed to "Welcome J.W." or "Welcome Jehovah's witnesses" within a few hours after the announcement was made, and by Monday morning a very large percentage of these signs had already been changed. This in itself is proof that the Lord has manifested to his people that the time is ripe for them to publicly take their stand as his witnesses and make this manifest to the people.

During the Witness Week campaign from September 4 to 13 inclusive, the new booklet, *The Kingdom, the Hope of the World*, at 5 cents, will be the main presentation. Every effort should be made to place this booklet in the hands of the people as quickly and as effectively as possible. The way the booklet went out at Columbus and the auxiliary conventions leads us to believe that the distribution of this booklet will exceed anything that has taken place to date. There were between 300,000 and 400,000 of these booklets dis-

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Jehovah Gives His People a New Name

With Gladness We Accept It

Jehovah has been pleased to give the anointed a view of the confidential relationship that exists between himself and his witnesses. He has been pleased to confer upon this class a new name, regarding which he says when speaking of the enemy, "All ye shall leave your name for a curse unto my chosen, for the Lord God shall slay thee and call his servant by another name." The Scriptures tell us that the mouth of Jehovah himself shall name this new name by which the Lord is going to call his servants. This name is referred to in the Scriptures in the following terms: "Ye are my witnesses that I am Jehovah," or, Jehovah's witnesses. Surely this manifestation of Jehovah's love and consideration for his people is the most strengthening thing that the Lord's people could possibly receive at the present time. This signal honor is conferred upon the Lord's servants because with them Jehovah is supreme. The glory of his name and his word is the most vital thing in their existence. The conventioners at Columbus, Ohio, unanimously adopted this name, going on record that the Lord's servants on earth shall be publicly known henceforth as Jehovah's witnesses. It would therefore be proper for every local ecclesia cooperating with the Society in the Kingdom work to arrange immediately to carry on their local activities under this name. All the workers in the field should represent themselves as Jehovah's witnesses. All other names, such as Bible Students, International Bible Students, I.B.S.A., etc., should be immediately discarded. When the Lord confers the title upon his people, not only is it fitting to accept that title, but it is wholly improper to disregard it or be indifferent toward accepting it. Therefore, let all those who are really the Lord's make the name "Jehovah's witnesses" their name from this time forward, both collectively and individually.

Bethel Family to Engage in Field Service 6 Days

Witness Week Looked Forward to by All

Service Leaders to Work with Classes if Requested

The Bethel family are going to have six days to put in the Witness Week drive with the rest of the friends. In order to have sufficient literature ready for the drive Brother Rutherford has arranged for both a day and a night shift to work in the factory in making these booklets. The Society hopes by that time to have more than 2,000,000 *Kingdom* booklets printed and ready for the witness. All the brethren are imbued with the importance of seeing that this message is given speedily; consequently, as soon as the campaign starts on Friday morning, September 4, arrangements are made to close the factory, office and home so that the entire family can have part in the drive for the four days Friday, Saturday, Sunday and Monday.

In accordance with the usual custom, the service leaders will be sent to classes who desire brethren to lead them in the field service during the period September 4 to 7 inclusive. Sometimes after the drive we receive notice from different classes stating that they wished they had had a service leader but refrained from requesting one because they believed that some other class needed him more. We do not believe that this is the proper attitude to take. Each class feeling that they will have a reasonable number of workers in the field during the drive and desiring to have a service leader serve them during that period should make their request. If there are sufficient brethren to supply all the classes, then all will be served. If not, and their class happens to be one that cannot be served, then they can accept it as the Lord's will that they continue and push the service alone. But to determine beforehand that it is not the Lord's will that they have a leader for that drive seems to be making up the Lord's mind for him instead of letting him overrule according to his will, and therefore each class that can have a reasonable number of workers in the field during Friday, Saturday, Sunday and Monday should make the request immediately. Classes within a distance of 300 miles from Brooklyn will be served during these four days. In addition to the four days above mentioned, the factory and office will be closed also Saturday, September 12, enabling the brethren to serve the classes on Saturday and Sunday, September 12 and 13. Classes that cannot be served during the first part of the drive will be served during the latter part. Please make your requests immediately, so that arrangements for sending out these brethren may be completed as soon as possible and the classes notified. The object in having these brethren serve classes during this period is that they may lead the friends in the field activities. These brethren will not serve public meetings, but will be prepared to give a class talk or conduct a service testimony meeting each day.

THE MESSENGER

Never before have we received so many subscriptions for *The Messenger* newspaper. Before we went to Columbus, Ohio, we had more subscriptions for this convention report than we had at any previous time. Due to this fact the Society decided to print a few more of each issue, knowing that after the convention was over the demand for this would continue. The complete set of *The Messenger*, five issues, can still be had for 35c in stamps, or three sets to one address for one dollar. Get your order in early, as they are going fast.

New Prices on Clothbound Books October 1

English Publications, 4 for $1.00

Foreign Translations 3 for $1.00

Conventioners Surprised and Thrilled

One of the many surprises, and one which has brought much joy to the friends at Columbus, was the change in price on the clothbound books to the public. Everywhere the friends were heard to express their happiness that soon they can go out and offer to the people four clothbound books for one dollar. Foreign-language publications were reduced to three for a dollar, or 35c each. The *Bulletin* takes pleasure in reproducing here a letter by Brother Rutherford to the office manager at Brooklyn.

July 20, 1931

To the Office Manager:

DEAR BROTHER:

The commission of God's anointed people who compose the Society is to preach this gospel of the Kingdom as a witness to the nations, and to the honor of Jehovah's name. The Society is anxious to faithfully perform the obligation of this commission by making a wider distribution of the message as contained in its publications. The financial condition amongst the people is very bad. For this reason many may be hindered or even prevented from having something to read concerning the Kingdom. We must do our part to help them, and look to the Lord to provide the ways and means. Our heavenly Father has, by and through Christ our Lord and King, graciously made provision that we may produce the bound books containing the message of the Kingdom at less cost than when we first began to print them. This slight advantage to us must be extended to the people to the honor of Jehovah's name. By the Lord's grace we will do this.

At the present time we publish and offer to the public the following books in the English language, to wit: *The Harp of God, Deliverance, Creation, Reconciliation, Government, Life, Prophecy, Light* (Books One and Two). Therefore, beginning October 1, 1931, and which is the beginning of our next fiscal year, these books will be offered to the public in the United States and Canada at the following prices, to wit: Any single book, 30c. Any combination of 4 bound books, $1.00. Any combination of 8 bound books, $2.00. The entire set of 9 as above, $2.25. The price for which any new book will be offered will be announced later.

BOOKLETS

The 64-page booklets published by the Society in the English language will be offered to the public in the United States and Canada at the following prices: Any single booklet, 10c. Any combination of 4 booklets, 25c. Any combination of 9 booklets, 50c.

The exception to the above will be the booklet *The Kingdom*, which will be offered to the public at 5c.

FOREIGN LANGUAGES

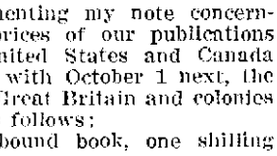
Because of the very limited production of our publications in the languages other than English, the cost is greatly increased. However, we must get these books in foreign languages into the hands of the people at the lowest possible price. Beginning on the above date, therefore, the prices for which our books in foreign languages will be offered to the public in the United States and Canada will be as follows, to wit: Any single book, 35c. Any three, $1.00. Any 6, $2.00. The entire set of 9, $3.00.

BOOKLETS

The prices of booklets in foreign languages will be the same prices named for the English above.

We pray and hope the Lord will be pleased to bless this effort by a wider and more effective distribution of the message of the Kingdom to his honor and praise.

Your brother and servant by his grace,



(*Later*)

Supplementing my note concerning the prices of our publications in the United States and Canada beginning with October 1 next, the prices in Great Britain and colonies will be as follows:

Single bound book, one shilling three pence.

Any combination of 4, four shillings three pence.

Any combination of 8, eight shillings six pence.

The set of 9, nine shillings.

BOOKLETS

Single booklet, five pence.
Combination of 4, one shilling.
Combination of 9, two shillings.
The Kingdom booklet, three pence.

J. F. R.

Isn't that great? We feel sure that the books will go faster than ever before, due to this splendid arrangement and provision made by the Lord.

Advertising Radio Lectures at Low Cost

The More Who Know, the More Who Will Listen

Many of the classes and colporteurs in various parts of the country are advertising the radio lectures of Brother Rutherford in the newspapers, and probably this reaches a good many people whom we do not reach through the radio folder. From a letter recently received we quote:

"Herewith enclosed an advertisement I have had published in the Chappell (Nebr.) *Register*, the only paper in the county seat of Deuel county. I gave the editor a set of nine books and six booklets written by Brother Rutherford. He has published the notice twice, and I expect he will publish it once more."

This pioneer colporteur says further: "I expect to do this in Oshkosh, the county seat of Garden county, Nebraska."

Probably many of the colporteurs can make such arrangements and distribute the books at the same time. The same is true with the classes. Another means that can be used is this: Where local newspapers are willing to give a free public announcement or a write-up in the columns of their paper, the class director and the colporteurs might arrange a short write-up, using some of the material that appears in the radio announcement before and after each record, as was arranged by a colporteur sister in Havana, Cuba. The more we can bring the radio lectures and the stations carrying them to the attention of the people, the better it will be for the spreading of the Kingdom message.

Following Up on Radio Listeners

From time to time the Society sends out back calls on radio listeners. These have proven very successful, and for the encouragement of the friends we are glad to say that we received a letter stating that in three back calls sent to one brother three complete sets of nine books, and a few booklets, were placed. Others relate similar experiences and are very glad to make these back calls. The friends who receive such back calls should follow them up as soon as conveniently possible.

New Radio Folders for Transcription Program

243 Stations Listed

The regular radio folder that has been used throughout the year in advertising the transcription programs is now available. This new radio folder carries a list of 243 stations. It has been observed that some of the classes are still using the first radio folder that was printed by the Society. We would suggest that the classes order no more at one time than can be used in about two months. In this way they can always have the latest radio folder for use in their territory, which will carry an up-to-date list of all the stations broadcasting the lectures. These radio folders will be supplied to classes at the same rate as heretofore.

Recommendations for Director

As outlined in the letter sent to you, we are anxious to have all recommendations for service director in the office by September 12. We have received a number already, and should be glad if every class would see that their recommendation is in here by September 12 so that we can advise you of the 1931 director immediately following the drive week.

Thousands Wrote for the "Kingdom" Booklet

Greatly Appreciated by Radio Audience

"The Kingdom" Transcription Record to Be Broadcast Once a Month

The greatest combination of radio stations ever assembled for the broadcasting of any lecture was used on July 26 to broadcast the message "The Kingdom, the Hope of the World". The details concerning this remarkable hook-up and the message which Jehovah had sent forth to the peoples of the world by this means have been set forth in *The Messenger*. Only the Lord could have arranged for such a widespread proclamation of his truth in one hour's time. This is marvelous in our eyes. Upon returning to the office we found here thousands and thousands of letters addressed to the Society, and in addition to the office mail Brother Rutherford has been deluged with personal messages wishing him God's blessing and expressing the hope that he may continue to send forth this message boldly and fearlessly. Many expressed their appreciation of having a message like this one expressed with such conviction and boldness.

During the first four days of opening the mail more than 4,000 requests have been received from radio listeners asking for the booklet *The Kingdom, the Hope of the World*. We are not half through our mail, and undoubtedly this total will go up in leaps and bounds.

So important is the message set forth in this lecture that Brother Rutherford has decided to have the electrical transcription of this already world-famed lecture broadcast the first Sunday of every month, beginning with September 6. For the next six months, on the first Sunday of each month, people everywhere will be able to hear the warning that Jehovah wants given to Christendom at this time.

Not only will this message be brought before the people by radio during Witness Week and throughout the coming months, but Jehovah's witnesses will be taking it to them from door to door, so that truly the warning of the impending doom will be given to the rulers and the people. What a wonderful work we are engaged in!

Notice to Workers

We are in receipt of advice from the Post Office Department in different towns that some of the friends are placing radio folders in the letter boxes. This is contrary to the law. Please do not do this. It is much more effective to deliver the radio folder personally at the home and tell the people what it is all about or, if they are not at home, slip it under the door.

Warning Must Be Given to the Rulers

Every Clergyman to Receive a "Kingdom" Booklet

Also Financial, Political, and Military Men

The Fight Is On and We Are on the Lord's Side

The August 15 *Tower* shows us the responsibility resting upon the witnesses of Jehovah to give Jehovah's warning to Christendom. This responsibility cannot be avoided. Concerning this, Jehovah says: "When I say unto the wicked, Thou shalt surely die; and thou givest him not warning, nor speakest to warn the wicked from his wicked way, to save his life; the same wicked man shall die in his iniquity; but his blood will I require at thine hand. Yet if thou warn the wicked, and he turn not from his wickedness, nor from his wicked way, he shall die in his iniquity; but thou hast delivered thy soul."—Ezek. 3:18, 19.

The time has come to give this warning. The Lord has provided his people with literature to use for this very work. The question then is as to how to do the work most effectively. The plan of procedure follows:

After Witness Week, during the remaining weeks in September, every clergyman, preacher, or leader of a religious organization of any kind is to be called upon and canvassed for the booklet *The Kingdom, the Hope of the World.* If they will not pay for the booklet one should be given to them free, for this warning must be given to them by God's witnesses. Jehovah made them "a watchman unto the house of Israel". "Therefore hear the word at my mouth, and give them warning from me," he says to his people. Having joyfully taken the new name of "Jehovah's witnesses", the remnant class has a great responsibility resting upon them to faithfully live up to this name and to sound the warning to those who claim to represent God and yet who represent the Devil by being the leaders of his organization.

Service directors and those who are holding individual territory assignments should begin at once to plan to call on every preacher in their assignment following the Witness Week. Look up the addresses of the various preachers in your territory, so that when the time comes to call upon them you will know just where to go and will be able to make the calls in the least time. The calls should be made personally, and the booklet personally presented to the preachers, giving them the opportunity of paying for it if they will, and if not, of taking it anyway. When calling upon them let them know that this message is being delivered into the hands of all the preachers throughout the world and that it is of great importance to them to read it that they too might be informed. In presenting the booklet to them be kind and courteous, but bold and fearless in your stand for the Lord and his kingdom.

Now for a few suggestions as to how to get the names and addresses of the preachers. In the larger cities, where classified telephone directories are published, one will find them listed under such headings as "Clergymen", "Christian Science Practitioners," "Missions," "Church Organizations," etc. In other towns and villages, the names of the preachers can be obtained from the local newspapers. If the addresses are not given, they can be looked up in the telephone directory. This will be a good opportunity for some of the friends to do some service in the evenings in order to get everything arranged to carry on the work following Witness Week, so that it will be completed by October 1. A special report card will be mailed with the September *Bulletin* to all directors, colporteurs, and sharpshooters, on which to report the entire amount of work done among the preachers.

In making these special calls, the heads of religious organizations, such as secretaries of the Y.M.C.A. and Y.W.C.A., Salvation Army captains and preachers, the heads of parochial schools, convents, monasteries, church boards, Bible Societies, etc., should also be included. This warning must be given to the rulers as well as to the people.

While the special stress of this campaign is to be laid upon getting booklets into the hands of every clergyman, the financiers, politicians and military rulers should not be overlooked. The special report card which will be sent out will have a column in which to report the number of placements made with clergymen, politicians, financiers and military officers. Under "Politicians" report the booklets left with congressmen, of both national and state legislatures, governors (together with other high state officials), the chief municipal officers, judges, and the heads of government offices. The idea is not to include the petty officials, but the leading men who would rightly be considered as the rulers of the people. Under "Financiers", report booklets placed in the hands of only the executives of million-dollar corporations and with people known to be of the millionaire class. Army officers of the rank of colonel or higher, and navy officers with the rank of captain or higher, should be reported under "Military Officers". Those of lesser rank should not be included.

This information will give a good idea as to how thoroughly the ruling class is receiving this warning which must be served upon them. Already the president of the United States has been called upon. In your efforts to obtain an interview with these prominent men, mention of this might be made with good effect, together with the statement that this message is of such great importance, particularly to men of prominence and influence, that a personal call is being made upon the leading citizens of America, Great Britain and other countries. By adding, "That is my reason for desiring to see Mr. ———, so that I can personally deliver to him his copy."

It will be a big job to reach these men, but we know that the time has come for the warning to be given to all. In doing this work, remember that you are one of Jehovah's witnesses and have no cause for fear or for being ashamed. This message must be given, and all those who really love the Lord will delight in having a part therein.

Remember, the report is not to be sent to the classes and colporteurs until with the September *Bulletin*, and when it is returned at the end of the month it is to show the entire number of booklets placed during the month *in the hands of the rulers.*

"Fear God," not man, no matter how powerful in the affairs of this world he may be, "and give glory to him; for the hour of his judgment is come; and worship him that made heaven, and earth, and the sea, and the fountains of waters."—Rev. 14:7.

Start now to make arrangements for doing this work, and when Witness Week has ended let the friends go forth joyfully and sound this warning to all the rulers of Christendom.

(Continued from page 1, column 2)

tributed during the five days from Wednesday, July 29, to Sunday, August 2, in those ten cities. What will be the distribution by all of Jehovah's witnesses in this country for the *ten* days, September 4 to 13? Time will tell. The fact that the booklet itself is the most beautiful and attractive booklet that we have ever presented for so small an amount; the facts that the message it contains is the most vitally important message ever delivered to the people; that the public have manifested an eagerness to get this booklet such as never before witnessed; that its message has been given and advertised over the greatest combination of radio stations ever banded together for one program; and the further fact that the people of the Lord have been fired with such a zeal, due to the vision they received at Columbus and the message contained in the *Vindication* book, that they are practically irresistible in their enthusiasm in presenting the Kingdom message, make us believe that we would not be greatly exaggerating if we were to say that we expect the results to be close to one million for the ten-day drive. Boiled down to cold facts, that will mean approximately 10,000 workers in the field, placing 100 copies each. That means 10 copies a day for each one of the ten days. This can be done. It is not an impossible task, by any means, and undoubtedly a great many will place more than this number. We have the Lord's assurance that we can do all things through Christ who strengtheneth us. Therefore, as his witnesses, let us go forth in faith placing this message in the hands of the people. The general plan of action during the campaign is to work all the large cities and towns in your territory first. Concentrate on the homes during the daytime; and for the evenings we suggest a plan that was very successful in Columbus and at some of the auxiliary conventions, that is, to place your workers down town at the busy intersections, having one worker on each corner, and place the booklets directly with the people. Other local arrangements can be taken advantage of according to the existing conditions in the different towns and cities. Some work can be done in subway cars, entrances to subway stations, or other prominent places around railway stations, where people are coming or going all the time. A worker can dispose of a large number by working these places continually. In doing this work it should always be kept in mind that you are the Lord's witnesses; consequently you should be courteous, considerate in the presentation of the message and in offering it to the people. Discourtesy and rudeness do not react either to the Lord's glory or to the effectiveness of the work that the Lord's witnesses are doing at the present time, and much trouble and misunderstanding has been caused because some tactless brother or sister thinks it is his or her duty to force or hammer the truth on people when they don't want it. We are simply the Lord's witnesses to present his message to those who desire to hear it. With those who don't, the Lord will deal in his own way. The importance of doing this work speedily and effectively cannot be overstated now.

In another part of this *Bulletin* you will be advised of a special campaign among the clergy which will follow the Witness Week. While Witness Week, September 4 to 13, is to be the special drive with the *Kingdom* booklet, this does not mean that the campaign with the *Kingdom* booklet is going to end with Witness Week; this campaign is to be pushed during the entire month of September. Work fast and try to cover all you can of your assignment during the month. Those classes where auxiliary conventions were held and who have the *Kingdom* booklet, and classes that have some of the booklets which they took from the Columbus convention, may start immediately in the distribution of this booklet and work during all of August and September, centralizing, of course, particularly on the special drive week.

If you have a supply of the new booklets on hand, you should get busy with them at once. If not, you can get a supply soon, as consignments are being made to the classes. Class, sharpshooter and auxiliary rates will all be the same, or 4c each. The pioneer rate will be the same as on the ten-cent booklets. No time should be lost in getting this booklet into the hands of the people. Make haste so that during August and September as much territory as possible can be covered with the *Kingdom* booklet.

Colporteurs Please Take Note

Some of the colporteurs have been sending in *Watch Tower* subscriptions for friends they meet in the work, asking that they be entered on the "Lord's Poor" list. This should not be done. If anyone wishes to obtain the *Tower* under this arrangement, he should apply personally direct to the Society. If done through a colporteur, such subscriptions will not be entered.

Since colporteurs are granted special rates on subscriptions, they are requested to accompany their subscriptions with remittance figured at the special rates, if they wish to eliminate extra bookkeeping. By sending in the full rate it makes a credit memo necessary in order to give the colporteur the benefit of the allowance.

8,445,455 Testimonies Given First 9 Months

Honor and Glory Has Been Given God's Name

Total Literature Placed Exceeds Previous Year

Bound Books Take a Big Drop

New Price Will Overcome This

Onward marches God's glorious truth as his true and faithful witnesses actively engage in proclaiming the Kingdom message.

For the first nine months of this fiscal year the grand total of literature placed amounts to 4,277,911 books and booklets, to compare with 3,630,692 for the same period last year. This is truly remarkable and is a cause for great rejoicing on the part of Jehovah's witnesses. These figures are in themselves an explanation of why Jehovah has given his people this new name. It is because of their doing the work which he has commanded them to do to the honor of his name. They rejoice in bending every effort to increase their kingdom interests that his name might be glorified. As a further proof of this an examination of the nine months' report shows that there has been a more determined effort on the part of the Lord's people to be actively engaged in the witness work.

Please note that the number of class workers has increased to an average of 4,812 and 215 sharpshooters working weekly from a total of 4,148 class workers and sharpshooters. The number of active auxiliaries has increased from a monthly average of 499 to 700, and the pioneers from 894 to 1,102. This makes a total of 1,288 more workers in the field weekly than during the same period last year. These have put in the time, too; and as a result a grand total of 8,445,455 testimonies have been given to the honor of Jehovah's name, and literature has been left in the hands of 1,856,437 people, which is 229,105 more than last year's first nine months. We are getting right along toward the testimony quota of 10,000,000 for the year. With three months more to go, with only a little over 1½ million testimonies to make, and a new booklet to spur us on, we ought to go over the top by working hard.

The one rather disappointing thing about the report is the fact that there has been a decrease in bound-book placements. Last year at this time a total of 1,580,526 books had been distributed, to compare with the 1,439,437 of this year. This, of course, is largely due to the financial condition of the country, and the fact that the friends have laid more stress on the booklet combinations than they have on the books. That they have been doing this is proven by the big increase in number of booklets placed. Last year's figure was 2,050,166, whereas this year's figure is 2,838,474, an increase of 788,308. The activities with the *Kingdom* booklets during the next two months will send this figure soaring away above last year's, but it is anticipated that the inauguration of the new prices on books on October 1, of 4 books for $1.00, will result in next year's figure's more than making up the book shortage in this year's.

What a joyful task Jehovah's witnesses have at this time! They are absolutely sure that they are in the right; for they are fighting on the Lord's side, with only one purpose and aim in life, and that is, to show forth his praises.

What will be the figures for the next three months? Well, that depends on how active you are in preaching the Kingdom gospel.

Class Inventory to Be Taken October 1

Classes Asked to Place Large Orders Soon

We are forwarding in a few days a stock inventory form and an order slip. The object of the stock inventory form is to get the inventory of each class on October 1. This inventory will be used as a basis for allowing credit to classes desiring to be credited with the difference between the old prices and the new prices which go into effect October 1. Classes that desire to share some of the burden of the expense incurred in the reduction, by not taking the credit, may authorize their service director to sign the inventory slip, as the class' representative, stating to the Society that the class wishes to bear this amount. The order blank is primarily for the purpose of ordering *Vindication* for the drive. This will be released in time for the November drive. Each class should be stocked up with a large supply of this book. Also, they should stock up well with all the other books and booklets that they need to carry them through the fall and winter campaign. Remember, the new prices on clothbound books go into effect on October 1; so order a good supply. At 4 for $1.00 on the English and 3 for $1.00 on the foreign you'll need a lot of them. Send your order in as soon as possible. We will fill them sometime just before October 1, 1931.

ACTIVITIES OF CLASSES, COLPORTEURS AND SHARPSHOOTERS
FOR 9 MONTHS ENDING JUNE 30, 1931

	Classes	Sharp-shooters	Auxiliaries	Pioneers	Total	1930 Total
Harp of God	46,675	5,560	17,148	97,962	167,345	234,918
Deliverance	32,689	3,943	12,818	80,197	129,647	185,363
Creation	39,568	4,396	15,748	100,569	160,281	208,639
Reconciliation	26,762	3,141	11,795	69,738	111,436	150,266
Government	35,270	4,424	14,831	93,146	147,671	165,404
Life	36,205	4,355	15,342	90,981	146,883	216,024
Prophecy	28,128	3,659	12,699	75,671	120,157	164,822
Light, Book One	51,457	6,536	19,269	82,133	159,395	
Light, Book Two	49,232	6,282	18,805	80,645	154,964	
Misc. Books	94,741	3,240	14,050	29,627	141,658	255,090
Total Books						
1931	440,727	45,536	152,505	800,669	1,439,437	
1930	513,319	25,908	144,378	896,921	1,580,526	1,580,526
Total Booklets						
1931	1,249,259	92,820	324,940	1,171,455	2,838,474	
1930	978,420	33,935	208,397	829,414	2,050,166	
GRAND TOTAL						
1931	1,689,986	138,356	477,445	1,972,124	4,277,911	
1930	1,491,739	59,843	352,775	1,726,335	3,630,692	
Average Weekly Workers						
1931	4,812	215	700	1,102	6,829	
1930	4,148		499	894	5,541	
Hours per Worker Weekly						
1931	4.0	7.8	10.6	23.1		
1930	4.0		10.5	22.6		
Total Obtainers						
1931	798,731	58,420	219,248	780,038	1,856,437	
1930	759,348	26,656	166,007	675,321	1,627,332	
Total Testimonies						
1931	3,159,137	238,935	1,055,239	3,992,144	8,445,455	

What Is a Service Convention?

From time to time we receive advice in the office that a number of local conventions, which are termed "service conventions", are not really service conventions at all, as far as witnessing to the name and purposes of Jehovah from house to house are concerned, because most of the time is spent in the halls by a number of brethren in discoursing and theorizing and a number of others spend a great deal of time and energy in preparing elaborate meals and serving them to the conventioners. After these two forms of service are done the majority of those attending the convention have very little time or strength left for house-to-house service.

We recommend that in all cases service conventions devote the entire forenoon and a portion of the afternoon in the house-to-house witnessing and that not more than two talks be given on any one day. In almost any good-sized town meals can be obtained at a very reasonable price in nearby restaurants. Besides a number of friends bring their lunch along with them. It is unwise to waste time and strength in such work as preparing and serving food for the assembled friends, when that time can be used for magnifying the name of Jehovah and bestowing real blessings upon the people. Obtaining meals in these restaurants would mean only a few cents to each one and would be considerable in the magnitude of the witness that could be given to the Lord's purpose.

Reports for the Special Drive

In accordance with the usual custom a special report is required from the classes for this week. Therefore each director will see that the report for the week preceding the campaign closes Thursday night, September 3, and the drive week report commences with Friday morning, September 4 and continues up to and including Sunday, September 13. Colporteurs will arrange to make a similar report covering the drive week. Sharpshooters are being forwarded a special report card with instructions covering the drive week activities.

Transcription Radio Service

Records to be run during the month of September are:

In Eastern and Pacific Time Zones:

Date	No.	Record Title
Sept. 6	J-62	"World's Hope the Kingdom"
Sept. 13	C-39	"Judgment of the People"
Sept. 20	C-40	"Who Are God's Witnesses?"
Sept. 27	C-41	"Permission of Evil"

In the Central and Mountain Time Zones:

Date	No.	Record Title
Sept. 6	J-62	"World's Hope the Kingdom"
Sept. 13	C-29	"Prisoners"
Sept. 20	C-30	"Whose Prayers Are Answered?"
Sept. 27	C-50	"Preparing for War" (Part 1)

BULLETIN FOR Jehovah's witnesses

SEPTEMBER 1, 1931 TESTIMONIES TO DATE 8,766,208

SERVING THE WARNING NOTICE

Clergy to Have Chance to Read Vindication

All Rulers Given Same Privilege

Special Offer Slip to Be Inserted in Their Booklet

In another part of this *Bulletin* you will find a message from Brother Rutherford to Jehovah's witnesses throughout the earth, emphasizing the importance of calling upon the rulers, political, financial and ecclesiastical, of the earth and delivering to them this special warning that Jehovah has arranged to be delivered at this time.

In addition to that we are enclosing with this *Bulletin* a number of slips outlining a special offer which is being made to the rulers until October 31, the *Vindication* book for 25c. These slips are to be inserted in all the booklets that are left with the rulers after the drive week terminates on Sunday, September 13. The regular price of *Vindication* to the public will be 35c.

The work of inserting this notice of this special offer in each of the booklets that are to be left with the rulers should commence immediately. Brethren who cannot participate in the field service during the day or friends who are physically unable to do any other service will be glad to avail themselves of this privilege in evenings and at other odd times. Insert these slips between pages 2 and 3. Put a little paste on the back side of the upper left hand corner so that it will stick to page 3 and not fall out when handled. Start them to work on this at once, so that those who are able to go out and present this warning may not be held up by this feature of the work when the time comes. If more slips are required than have been sent you, please write stating how many more you need. Please notice, these slips are to be sent to the Society and filled by the Brooklyn office and not by workers.

A special report card also is inserted with this *Bulletin*, upon which you are to report the results of this activity.

(Continued from 3d Column)

Remember that this special report does not take the place of the regular weekly report card. Your weekly report card should be the same as usual and represent the total work which you do each week. Include in your regular weekly report *all* booklets placed, irrespective of whether they were placed among the rulers or among the people. The special report will be considered as something entirely different and will not affect the weekly reports in any way.

To Jehovah's witnesses

My beloved Brethren:

Jehovah has laid upon his anointed witnesses the obligation of giving warning to official Christendom. This must be done fearlessly and boldly. Many of the clergymen, some of the politicians and some of the financial giants will frown upon you. They will look at you with a fierce and angry countenance and doubtless will speak harshly to you. Do not be at all disturbed or alarmed by reason of their looks or words. You have a duty to perform. You are Jehovah's witnesses and hence his representatives. "Sanctify the Lord of hosts himself; and let him be your fear, and let him be your dread. And he shall be for a sanctuary." (Isa. 8:13, 14) Remember that Jehovah says to his anointed: "Behold, I have made thy face strong against their faces, and thy forehead strong against their foreheads. As an adamant harder than flint have I made thy forehead: fear them not, neither be dismayed at their looks, though they be a rebellious house. Moreover he said unto me, Son of man, all my words that I shall speak unto thee receive in thine heart, and hear with thine ears. And go, get thee to them . . . and speak unto them, and tell them, Thus saith the Lord God; whether they will hear, or whether they will forbear."—Ezek. 3:8-11.

The official part of Christendom is made up of political and commercial leaders and the clergymen and other religious leaders. When approaching any of these be calm, dignified and respectful. Under no circumstances be rude or harsh. Do not enter into any controversial argument. That is not the work to be done now. You are process servers. When approaching a clergyman say this: "Good day. This is Doctor Johnson I believe. You are the pastor of the Baptist church. As a witness of Jehovah I have come to deliver to you a notice concerning His expressed purpose. It is of very great importance. I have the privilege of handing you this copy. If it is convenient for you to give me five cents to help defray the expenses I shall thank you." Hand him a copy of the booklet *The Kingdom, the Hope of the World*. If he gives you the five cents, take it. If he does not, give him the booklet anyhow, and do not discuss matters. Immediately take your departure and go to the next. If it is refused, lay it down near him and go away.

Calling at the office of some public official say: "I have the privilege, I believe, of addressing Judge Muldoon. I have a message for you, and as one of Jehovah's witnesses I have come to deliver it to you. Thus we are preaching the gospel as the Lord has commanded. It contains a message of greatest importance to you. I hope you will profit by reading it. I shall be glad to receive from you five cents for this copy." Hand him the booklet. If he refuses to give you the five cents leave the booklet with him anyhow and quickly withdraw.

Go into the banks and other financial institutions, ask first to see the president on a matter of importance. If asked about what you wish to see him, say it is personal. Say to the bank

Work Among Rulers Calls for Special Report

Should Like to Know How Many Have the Warning

There is an important work to be done, and each of those who love the Lord will be anxious to do his part. So that we may know just what has been done among the rulers a special report card has been made up upon which we ask each company of Jehovah's witnesses to make out a full and complete report on October 31. One of these cards is being enclosed with this *Bulletin* for each service director, and the same is being sent to each sharpshooter and pioneer and auxiliary colporteur, so that there may be no duplication in the figures, directors should not include in their report any work done among the rulers by any of the auxiliary or pioneer colporteurs who might be working in their territory.

In order that this report may be accurate, we ask that every worker who participates in this special service be sure to make his report. If you are not a colporteur or a sharpshooter, then be sure to give your report to the service director, so that his report to the Society may be complete. If you are a colporteur or a sharpshooter keep a careful record of the booklets placed with the rulers and fill out your card on October 31 and then send it to us immediately, so that we can start the tabulation.

The August *Bulletin* tells you about the information which is called for on this report; but so that all will have it in mind we repeat it here. There are the following headings on the card, under which the total number of *Kingdom* booklets ONLY which are placed with the respective rulers are to be reported:

Clergymen and other religious leaders

Politicians, judges, and high public officials

Financiers: Officers of banks and big corporations

Military: Army or navy officers of high rank

Of these booklets placed with rulers, how many were left free?

As stated in Brother Rutherford's letter, the Society will credit you for booklets which you have left with these rulers without their having paid you 5 cents for their copy. If you will report under the last heading the number thus left this will assure you of receiving the proper amount of credit. To get credit, be sure to fill out report.

(Continued in 1st column)

1,534,653 People Hear Testimony of Jehovah's Witnesses

International Service Convention Week Report Interesting

23,970 Workers in the Field

When the command was given by Gideon for the three hundred to blow upon their trumpets and to shout, "The Sword of the Lord and of Gideon," they acted in unison and obeyed joyfully. In like manner when the Lord showed his people through *The Watch Tower* that the time had come for a special effort to be made during International Service Week, they joyfully responded throughout the earth. Just glance at the table below if you want to see how the echoes of the great convention at Columbus were heard around the world. Even this incomplete report shows that over 1½ million people were personally called upon by Jehovah's witnesses and given a testimony to the honor of Jehovah's name. Not only did the people in the United States receive this message, but also some in far-off India and Japan.

The time has come when Jehovah's witnesses can joyfully press on and can realize that their brethren in every part of the earth are working together shoulder to shoulder in the greatest cause under the sun.

The table below will be of great interest to all of Jehovah's witnesses. It gives some idea of the wide extent of the work Jehovah is permitting them to enjoy. Not all of the reports have been received yet, but the ones given are sufficient to fill our hearts with praise and thanksgiving. It is hardly believable that 23,970 of Jehovah's witnesses, scattered all over the earth, could be so well organized as to carry on a campaign such as was carried on during International Service Week, that great week of surprises. Think of the large number of people that were met, of the witness that was given by the song of praise which was sung, and of the literature that was left in the hands of the people, pointing them to the Kingdom. Then remember that all this work was done during this one week only, that this is but an incomplete report, and that you are privileged to be serving with your brethren in the greatest cause there is.

This could only be Jehovah's doing. Aren't you glad that you had a part in this special effort?

A check-up of the activities of companies, sharpshooters and colporteurs in the United States is difficult to make. A great many of those participating in the service at the Columbus convention apparently did not report their activities to their home director and consequently he did not include them in his week's report to the Society. Because of this there is a considerable difference in the two sets of figures. The Columbus convention report shows 7,231 workers participating in the service, distributing over 390,000 pieces of literature and making 391,000 testimonies, whereas the reports for Surprise Week show only a total of 9,205 workers distributing 170,116 pieces of literature and making 220,753 testimonies. When we realize the fact that over 12,000 workers participated in Watchtower Week in May, there is every reason to expect that as a result of the stimulus of the convention many who did not take active part in the service formerly entered into the field at that time.

(Continued in 3d Column)

REPORT FOR SURPRISE WEEK IN DIFFERENT COUNTRIES

Country	Workers	Testimonies	Hours	Books	Booklets	Total
United States						
Colporteurs	1,755	120,369	29,764	9,341	55,815	65,156
Companies	7,460	200,384	50,769	10,948	94,012	104,960
Australia	300	64,323	12,387	5,845	13,745	19,590
Canada	1,224	38,222	10,027	3,200	18,408	21,608
Denmark	297	9,905	2,517	933	4,450	5,383
England						
Colporteurs	331	54,247	8,919	7,186	7,399	14,585
Companies	3,664	207,627	26,118	13,060	23,074	36,134
Esthonia	8	431	226	66	249	315
Finland	439	15,879	4,309	1,025	6,882	7,907
Germany	7,500	750,000	52,500	48,000	245,000	293,000
India	34					152
Jamaica	165	5,378	891	71	301	372
Japan	86	33,078	4,241	686	4,930	5,616
Latvia	39	1,505	386	14	1,036	1,050
Lithuania	6	1,308	221	195	792	987
Memel District	26	518	218	106	256	362
Norway	125	4,740	1,421	820	3,545	4,374
South Africa	124	10,206	2,274	2,398	2,122	4,520
Spain	8	883	97	27	285	312
Sweden	389	15,650	4,149	1,930	7,051	8,981
Total to date	23,970	1,534,653	211,434	105,860	489,352	595,364

official: "As one of Jehovah's witnesses I have come to serve you with a notice of greatest importance to you. The world is in distress and perplexity and even greater things shall shortly follow. In this way we are preaching the message of God's kingdom as he has commanded. To help defray the expense of this publication I shall be pleased to take five cents from you for this copy." Hand him the booklet. Whether he pays for it or not, leave it. You may be told that no canvassing is permitted in the bank, and to that reply: "I am not canvassing, but merely bringing you this information which Jehovah has commanded. Responsibility is on you as to whether or not you take it." Do not argue further. Then, in turn, call on other officials in the bank and in like manner present each one with a copy of the *Kingdom* booklet.

Keep a record of all the booklets that you are compelled to deliver free or without receiving the five cents. Send us a statement of same and the Society will give you credit for it.

This work of serving notice on official Christendom is set for a special time. In going about you will come in contact with the common people. To such say: "All the world is in distress and you are wondering why and what is to come to pass in the near future. It is my privilege as one of Jehovah's witnesses and in obedience to his commandment to deliver to the people a message. Thus I am preaching the gospel. I have here a booklet containing the message. It is only five cents. You cannot afford to be ignorant of its contents. This is your copy, and I will take five cents to help defray the expense of publishing more."

This witness work must be done quickly and thoroughly. Each company or individual to whom territory is assigned should see that every house in that territory is canvassed. When you find no one at home make a note of the street and number of that house, and as soon as convenient call back and see that every person gets an opportunity to hear. The *Bulletin* heretofore stated how you may obtain the names of the clergymen. See that you do not miss any of them. Remember that God has laid the obligation upon his people to serve this notice and it must be done. Read carefully Ezekiel 3:17-21. Do not delay in performing this special service, and as quickly as your territory is completed make report thereof to the service department at Brooklyn.

Be of good courage at all times and rejoice and give thanks to Jehovah that you have part in the work of thus serving him.

With much love and best wishes, I remain

Your brother and servant by His grace,

J. F. Rutherford

President

Watch Tower B. & T. Society.

Kingdom Booklet Going Splendidly

Bethel Family Placed 19,403 in First 4 days

The first returns from the Witness Week activities covering the four days from September 4 to 7 at points at which Bethel brethren served indicate that this campaign exceeds any other that has taken place up to the present time. For the 45 companies of Jehovah's witnesses served by these brethren during that week-end we have a total of 1,155 workers, placing 54,386 booklets, or an average of 47 booklets per worker, and the week only well started. At that rate undoubtedly the average of 100 booklets per worker will be very easily reached for the entire week.

The report for the Bethel family covering the same period shows 194 workers in the field, placing 19,403 pieces of literature, or slightly over 100 pieces per worker for this period. We believe that one of the real reasons why the Bethel family exceeded the other brethren in the number of booklets placed during this period is the fact that they unanimously used the canvass for the common people as quoted in this *Bulletin*, and the testimony of each one upon returning was to the effect that this was the most effective and thorough canvass they have ever used; and 54 percent of the people to whom they witnessed took the booklet.

Special Notice

The message contained in the booklet *The Kingdom, the Hope of the World* is of such vital importance that it is absolutely necessary to place these booklets throughout the territory. Many of the companies of Jehovah's witnesses find it impossible to cover all of their territory in the short period of time allotted, and therefore Brother Rutherford is extending the time for the distribution of this booklet another month.

This notice and warning to the rulers and the people must be given, and if you cannot complete your territory by October 1 continue with this work until October 31. Order sufficient booklets now to cover your territory thoroughly. The Lord has commissioned you to do this work. It is your privilege to do it faithfully and thoroughly.

(Continued from 1st Column)

This would indicate that the total workers for Surprise Week were more than there were out during Watchtower Week in May. Consequently there are between three thousand and four thousand workers who have not sent in their reports for their activity at the Columbus convention.

Because of this it is impossible to give the exact number of testimonies, workers, hours and pieces of literature placed. The indications are, however, that this has been the most successful campaign of all time in this country, and undoubtedly the total testimonies, if they could be ascertained accurately, run about half a million.

We feel disappointed that we did not get accurate reports from all participating in this week's activities so that we could let you have this information at this time.

BULLETIN FOR Jehovah's witnesses

OCTOBER 1, 1931 TESTIMONIES TO DATE 9,428,003

TESTIMONY WEEK - NOVEMBER 7-15

"Vindication" and "Kingdom" to Be Offered to the People at 40c

The Lord Is Leading His People into Action

The Notice and Warning Must Be Given

During Testimony Week, November 7-15, the *Vindication* book is to be offered to the people, with the *Kingdom* booklet, for 40c. The significance and importance of placing these two latest publications with the people as speedily as possible cannot be overstated. The message they contain is of vital importance to the rulers and the people now.

The experiences of Jehovah's witnesses during the past two months in serving notice upon the rulers and the people concerning the expressed purposes of Jehovah have developed a directness and aggressiveness in the Kingdom work, undoubtedly directed by Jehovah himself, never before undertaken, and this should be maintained throughout our future activity. Our activities, however, are not to be limited to the serving of this notice upon the rulers and the people and announcing God's judgments, already written, against the "man of sin" and others who have defamed the Most High, but, in addition, a very important message is to be carried to the people now. The world is facing the greatest distress of all times; Armageddon is impending. Some people will be shielded, protected, carried through the trouble and blessed because of their obedience to the Lord's requirements. The Lord lays upon his witnesses the responsibility of carrying the message of his requirements to these people. *Vindication* contains this message in a very particular manner. No one who has read the book and made a careful study of it with the Scriptures can have a shadow of doubt in his mind regarding this. The third chapter of Ezekiel emphasizes the responsibility resting upon Jehovah's witnesses to see that this message is carried to the people that those of good will may have an opportunity of embracing the Lord's provision for their deliverance.

When we consider the very remarkable way in which the Lord, during the past year, arranged for the campaign work performed by his anointed, we are convinced that Testimony Week follows most logically the Columbus Convention and Witness Week. On those occasions the Lord's notice to the rulers and the people was presented and served upon them and undoubtedly opened the way where the Lord's people can unitedly carry the message of God's organization contained in the *Vindication* book, which shows his judgments upon those who oppose his kingdom and his arrangement for the blessing of the people of good will. And with that very evident assurance of the Lord's overruling, each one of the anointed will with joy desire to enter into this campaign.

Vindication and the *Kingdom* booklet for 40c make a most desirable combination, well within the reach of everyone. Present it with the same confidence, dignity and directness that you presented the *Kingdom* booklet alone and there is not any doubt about the people's being impressed and taking it. In fact, if anything, this combination should be presented with even greater enthusiasm and assurance because of the fact that *Vindication* added to the *Kingdom* booklet makes it a most important message for the people, and should be presented as such. Who knows how many of those who take this combination from you will be thus marked in their foreheads and pass through the time of Armageddon?

Plan Now for "Vindication" Campaign

Witness in Territory Not Yet Worked with *Kingdom* Booklet

We Are Not "Canvassers", but Witnesses

Arrange to continue working urban territory, particularly the larger cities and towns where the common people have not yet been served with the *Kingdom* booklet, so that both publications may be used during this campaign. Each one of Jehovah's witnesses connected with either the large or the small companies of his people, and isolated brethren, should put in at least 10 hours, or give 50 testimonies, during the drive. All of Jehovah's witnesses in the pioneer and auxiliary colporteur branches of the Lord's army should average at least 40 and 20 hours each, or 200 and 100 testimonies each, respectively, for the drive.

It was noted that in territory where the friends used the method of presentation recommended by Brother Rutherford in the September *Bulletin* they obtained much better results than those who did not, and this is only what is to be expected. That method of presentation is clear, concise, direct and dignified. It placed the facts in the proper relationship to each other, so that the prospect could easily get your point. It placed the Kingdom witness work in a dignified position in the minds of those who listened to the presentation, lifting it out of the realm of canvassing, high pressure salesmanship, or any other method that might endeavor to take advantage of the people and leave them something that they did not understand or want. The time has come for all such methods to be put away by Jehovah's witnesses. He says to his witnesses, "Speak with my words unto them"; and again, "Tell them, Thus saith Jehovah." Therefore it is imperative that the Lord's witnesses, when testifying to the people, present themselves as witnesses of Jehovah, acting according to his commandments.

The words "canvass", "canvasser" and "canvassing" should never be used by the Lord's witnesses from this time forth. We are not canvassers in any sense of the word. We are witnesses of Jehovah God. In numerous places there are notices put up prohibiting canvassers, peddlers and solicitors of all sorts. If we present ourselves as any of these, of necessity the notice applies to us; but we are none of these. We are witnesses for Jehovah God, carrying his message to the people. Therefore the words "canvass", "canvasser" and "canvassing" should be replaced by the words "witness", "witnesses," "witnessing" and "witnessed" and "testify", "testimony" and "testimonies". These are Scriptural terms and are associated with the new name that Jehovah has named for his people. Consequently, each one who is one of Jehovah's witnesses should discard any of the former expressions which in any way associated the Lord's people with commercial activities.

Order VINDICATION for Testimony Week

No Consignments Will Be Made

In a previous *Bulletin* it was mentioned that no consignments will be made of the *Vindication* book. All companies, colporteurs and auxiliaries should place orders early, so that all will have them in time for Testimony Week, November 7 to 15 inclusive. Remember this week is set aside exclusively for the distribution of *Vindication* and the *Kingdom* booklet. *Vindication*, 35c each; with the *Kingdom* booklet, 40c.

Bethel Family's Part in Drive

Witnesses at Headquarters Going Out 100%

In the Field 5 Days of the 9

Many Speakers Available to Serve Companies

Brother Rutherford feels that this coming Testimony Week drive is so important that he has arranged to close the Bethel home and the factory for both ends of the drive, so as to permit the Bethel family to have part in this testimony which must now be given from door to door.

The Bethel home, office and factory will be closed on Saturday and Sunday, November 7 and 8, and on Friday, Saturday and Sunday, November 13, 14 and 15 to enable all the family to have at least five whole days in the field service with the rest of the brethren throughout the earth in addition to the evening work they will be able to do within the week. This point should be kept in mind when sending in orders for literature. Send all your orders so that they will be filled and shipped before these dates, otherwise we shall be unable to ship them.

Companies desiring the service of the Bethel brethren within a radius of about 300 miles from Bethel will be supplied as usual. The Bethel brethren will lead the friends in the field service, and will give one talk or service meeting each day, with the possible exception of Saturday, November 14, when it may be preferable in many cases for the friends to devote the late afternoon and evening to work around the home, in preparation for Sunday field service. Every company desiring such service should write immediately, so that arrangements may be made and you may be notified well in advance. In sending in an application for Bethel brethren to serve your company, please address your request to the Regional Service Department, marking it as such on the outside of the envelope.

Organization Methods Outlined for Companies

Unity in Action Essential Amongst Witnesses

The Important Features of a Company Service Organization

All Witnesses Should Acquaint Themselves with These

COMPANIES ELIGIBLE FOR SERVICE ORGANIZATION

In order to be able to properly maintain a "company service arrangement", there should be, *at the very least*, four members who can AVERAGE at least three workers in the field witness service working a total of nine hours *a week*. Companies unable to meet this minimum requirement should organize under the sharpshooter arrangement. The sharpshooter arrangement has the same status as that of a "company", with the exception that the responsibility of directing the witness work is placed upon one individual, and not upon a committee.

THE TWO PARTS OF A COMPANY SERVICE ORGANIZATION

The two parts are the *workers* and the *service committee*. The workers are those consecrated ones who take an active part in the witness service, and upon them depends to a very large extent the measure of success of the plans of action. The service committee consists of the service director, the stockkeeper, and the service treasurer. (In a small company, the director may serve as stockkeeper also, but the position of service treasurer is to be held by another member of the company and is not to be combined with any other office in the service committee.) It is the responsibility of the service committee to formulate the plans of witnessing in conformity to the general instructions received from Brooklyn.

SERVICE DIRECTOR

The director is appointed by the Society and serves as its representative. He is also the representative of the company, inasmuch as he is chosen by the Society upon the recommendation of the company. He is therefore a servant of both the company and the Society. His duties are twofold. His responsibility to the company is that of directing its witness activities in the territory assigned to it; and his responsibility to the Society is that of carrying out the instructions he receives from the office from time to time through *Watchtowers*, *Bulletins*, letters, etc.

STOCKKEEPER

The stockkeeper will have charge of all the supplies of literature furnished by the Society for the witness work. It is the duty of the stockkeeper to keep full and accurate account of the stock committed to his care. All supplies for the witness work will be obtained from the stockkeeper. The best course to follow is for the workers to pay cash for all books obtained from the stockkeeper. Credit may be extended to such workers as cannot advance the money for the books, with the understanding that it is the duty of the service treasurer to collect from them the price of the books as they are placed, and, in case the worker becomes inactive, to notify the stockkeeper, who will request the return of the books that have not been placed. The stockkeeper should turn over to the service treasurer all the money received for books.

The stockkeeper will make out all orders for literature as may be required, using the regular *company order blank* printed especially for this purpose, and hand the order to the director for his approval. The director will send in the order to the Society. Always place orders for at least one hundred pounds.

LITERATURE IS NOT TO BE STAMPED

Books and booklets are *not* to be stamped with the name and address of the company, nor with any other information. Neither should any circular or card be inserted unless such insertion has been approved by the Society.

SERVICE TREASURER

The service treasurer will have charge of all money received from the distribution of the literature shipped to the company by the Society. The service committee will make up the account once a month, and each month the service treasurer, as the representative of the company, will pay for all literature placed during the month, turning the *money order* over to the director to forward to the Society.

COMPANY BOOK ACCOUNT

It is the privilege, and to the convenience, of the company to avail itself of the Society's credit arrangement for campaign literature. Each company whose account is in good condition may order as much literature on account as may be required, making remittance therefor as placed.

An account is considered to be in good condition when the company remits once each month for the cost value of the literature disposed of within that period of time; in poor condition when the company fails to remit at least once within three months, due to inactivity or any other reason.

A failure to remit at least once within three months automatically places the company on the suspended credit list. No credit will be allowed such a company until proper remittance is made. Each company should therefore endeavor to follow the rule of remitting once a month for the literature placed; small companies, at the very least once in three months.

Each month a statement of the company account is forwarded to the company in care of the director. It is the special duty of the service committee to examine this statement of the condition of the company account. Further, the service committee shall give to the company, through its service treasurer, an account of the amount of money that has been remitted to the Society during the month, the cost value of the books still in stock, and the amount of money on hand.

The last two items should be sufficient to balance the amount due the Society.

CORRESPONDENCE AND REPORTS

It is the duty of the director to bring to the attention of the company all instructions and communications from the Society at the first possible opportunity, so that the company may know what each worker should do to give the most effective witness.

All correspondence of the service committee with the Society is to be done by and through the director.

Promptly each week the director is to see that a report of the company witness activities is sent to the Society, on the regular weekly report card. This, regardless of whether there has been any witness work done or not. Workers are to make prompt and accurate reports of their activities to the director each week, using the regular weekly worker's report slips supplied for this very purpose.

OTHER POINTS

Workers only should have a vote in the witness plans to be undertaken by them. It depends upon them to carry out the plans, and therefore they should be the ones to determine what course of action is to be adopted.

All who vote on service matters indicate by so doing that they intend to actively participate in the witness work, and the director is therefore justified in assigning all such a portion of territory and to expect reports of activities from them.

In the event that the director should be unable, neglect, fail or refuse to carry out the instructions of the Society, the workers should bring the matter to the attention of the company and to the Society as soon as possible. It is hoped that this action will not be necessary, but the witness work in any company should not be hampered by inattention of the director.

Neither the service committee nor any member of it is authorized to involve the company in any financial obligation without first getting the consent of the company.

Literature is to be placed at the price fixed by the Society, and workers should offer literature at that price, known as the retail or public price.

COMPANY WORKERS' BOOKS

Books are shipped to the company on consignment and charged to their account at company rates.

Every member of the company engaging in the service an average of 3 hours per week, and so reporting to the local service director, shall be entitled to receive books at the prices at which the Society bills to the company, to wit, the company rates shown on the price list. Any margin between the prices above mentioned and the established retail rates belong to the worker, and it will be his privilege to contribute it to whatsoever fund in the company he may desire or otherwise dispose of it as he may see fit. If the workers themselves enter into an agreement among themselves that they will set aside and contribute to the service fund so many cents from each placement, that will be their privilege, but it should be done by consent and not by compulsion. All who are not workers within the meaning of the above statement should be required to give the full retail price to the company, and the company may do with the fund what it wants to and as it pleases. In determining who shall receive the reduced rate, the matter shall be left between the worker and the Lord. If the worker comes to the service department and requests books at the reduced rate it is to be accepted that that one is putting in the 3 hours a week necessary to obtain books at that rate. If anyone misrepresents the facts for the purpose of getting the books at company rates without complying with the time requirements, he is answerable to the Lord, and not to anyone else.

Make One Call on the Rulers

If Not at Home, Leave It with Some One or Mail to Them Later

It has been found, in calling upon the rulers, that a great many of them cannot be reached in one, two, or three calls. Thereby considerable time is spent in calling upon them without getting any results. Therefore, in the future one call should be made on each ruler. If he is found at home, of course, the booklet is to be presented to him as outlined in the September *Bulletin*. If he is not at home, and his wife or some other member of the family is there, the booklet may be left with that one for him.

A good plan to adopt in leaving the booklet when the ruler is out is to have a few large envelopes with booklets in them already sealed, and instead of leaving the open booklet, to be looked through and handled by the one with whom you leave it, write the name of the ruler on the envelope containing the booklet, mark it "Personal", and leave it with instructions that it is to be delivered to him as soon as he returns.

If after one or two calls you are unable to get in touch with either the ruler or some member of his family or his secretary, then arrange to mail a copy of the booklet to him, provided the address you have is correct.

The practice of mailing booklets to the rulers is to be undertaken only when at least one call has been made in an effort to present the booklet to him personally and the address has been verified.

"jr": What Is It?

Beginning October 1 you will find on your invoices that jr stands for the first nine books by Brother Rutherford, in the English language. The *Vindication* book is not included in the jr, due to the fact that there is a difference in the company rate on this book. So, please, hereafter keep in mind, when you receive an invoice from this office, that jr stands for the *nine* books, and not the seven books as heretofore.

SURPRISE WEEK REPORTS STILL COMING IN

Country	Workers	Testimonies	Hours	Books	Booklets	Total
To date	23,970	1,534,653	211,434	105,860	489,504	595,364
Australia	501	3,921	1,311	1,943	1,103	3,046
Trinidad	185	8,350	1,937	500	645	1,145
Total	24,656	1,546,924	214,682	108,303	491,252	599,555

WHAT A WEEK! WHAT A WEEK!

The New Price List

Kingdom Booklet 5c Until November 15

Enclosed in this *Bulletin* we are sending to the companies a revised price list, giving their rate and also the retail rate of all publications. The books listed in this price list are in stock, and may be ordered now at the rates listed. The only correction in this price list is on the *Kingdom* booklet. The retail rate on the *Kingdom* booklet will remain 5c until November 15, and thereafter it will be placed with the public at the rate of 10c, and in combination with other booklets at four for a quarter. The company rate will remain 4c during the month of October, and November 1 it will change to 5c.

To the colporteurs and auxiliary colporteurs we are enclosing with this *Bulletin* a special price list. You will notice that in this price list all the rates on the foreign editions of the books written by Brother Rutherford have been reduced. We feel sure that during the coming year a greater witness will be given among the foreign-speaking people than heretofore. With the English books at four for a dollar, and the foreign clothbound books at three for a dollar, there should be a remarkable increase in the distribution of clothbound books.

NEW REPORT CARDS REQUIRE LESS INFORMATION

Jehovah's witnesses will notice that a new report card has been prepared for the fiscal year 1932, which began October 1. This card is practically the same as heretofore, with the exception of a column having been added for *Vindication* and some of the columns for reporting persons obtaining combinations having been eliminated. In other words, it will be necessary to report only the number of persons obtaining 4-book and 10-book combinations. Those who take combinations of 2, 3, 5, 6, 7, 8 and 9 books need not be given, since a record of these two special combinations only is to be kept during this year. All books placed will be reported the same as usual.

Those who have a supply of the old report cards can continue to use them until their stock has been depleted, since this change can be noted on them. *Vindication* can be reported either at the bottom of the card or, on the Colporteur Report Cards, under the heading "WT GA Subs", provided the heading is crossed out and "V-1" is inserted.

Fill Out Report Card Carefully

It is noted in a number of report cards sent in since the *Kingdom* booklet campaign commenced that these booklets are shown on different places in the report card. These should be reported under "Miscellaneous Booklets", no distinction being made between them and the other booklets placed. All should be added together and reported in the column "Miscellaneous Booklets".

1,162,236 Testimonies Given the People

13,613 Workers Engage in Witness Week

Greatest Witness Ever Given in 10 Days

As we look over the figures of what the remnant did during Witness Week, we cannot but marvel at the wonderful manner in which the Lord is having his purposes accomplished. He has told us, "Not by might, nor by power, but by my spirit, saith the Lord"; and the results of this week certainly show the truthfulness of these words.

Since the Columbus convention the remnant has come to see as never before that they are here for just one purpose. They have come to appreciate the great honor and privilege Jehovah has bestowed upon them of serving as his witnesses that he is God, and therefore when another opportunity has been offered to them to publicly accept this new name which he has given to them, all those that love the Lord have responded with all their heart and soul. This in itself is shown by the fact that during Witness Week there were practically 1,500 more that participated in the work than during any other service week. With a zeal peculiar to the Lord's house a band of 13,613 responded to the call, "Remnant to the front," and moved into action, putting in 188,140 hours in the field. There never was a happier throng than this one, for the time spent in this work brought them a joyful realization that they were obeying the commandments of Jehovah. The 1,415 pioneers who reported averaged 40.4 hours in the field; the 793 auxiliaries averaged 23.0 hours, and the 11,405 company workers and sharpshooters averaged 9.9 hours. Is it any wonder, then, that the total number of hours was 188,140 and the total number of testimonies given was 1,162,236?

We wonder if you really appreciate this last figure. One million, one hundred sixty-two thousand, two hundred and thirty-six people received the witness by having someone call upon them personally and tell them about the kingdom! Of this number, over half took some of the literature, the total number of placements being 630,639. Surely the name "Witness Week" for this great occasion was a good one. The witness left with the people in a more complete form numbered 29,882 cloth books and 702,970 booklets, making a total of 732,852 pieces of literature.

From every standpoint this was the greatest week on record. Some were handicapped in doing the work with the *Kingdom* booklet because of not having a sufficient supply to last them through the week. Many wrote us that their supply had gone much faster than they had ever dreamed it was possible. Those on the Pacific coast were curtailed because of the sinking of the boat which carried Oakland depot's stock. But in spite of all this, no other week can compare with it. We rejoice to make known these glorious results to you that you too might praise the Lord that the time has come for it to be made known that he is God and that he has permitted you to have a part in this work.

REPORT FOR WITNESS WEEK— SEPTEMBER 4-13, 1931

	Sharpshooters and Companies	Pioneers	Auxiliaries	Total
Books	8,184	19,605	2,093	29,882
Booklets	462,122	173,863	66,985	702,970
Total	470,306	193,468	69,078	732,852
Obtainers	414,692	154,145	61,532	630,369
Testimonies	748,545	295,019	118,672	1,162,236
Hours	112,685	57,173	18,282	188,140
Workers	11,405	1,415	793	13,613
Average Hours per Worker	9.9	40.4	23.0	

AUGUST WITNESS FIGURES

	Books	Booklets	Total
Companies and Sharpshooters	35,612	320,822	356,434
Colporteurs, Pioneer and Aux.	84,675	310,482	395,157
Total	120,287	631,304	751,591
Total to date	1,649,188	3,638,770	5,287,058
Total Testimonies to August 31			9,428,003

In December 1 *Bulletin* last year we submitted the quota for the year as ten million testimonies. You will note from a perusal of the August witness figures and the total to August 31 that, with one month to go, this quota has been nearly reached. In other words, to August 31 Jehovah's witnesses in the United States witnessed to 9,428,003 persons.

We anticipated that if the Lord's people were able to give the ten million testimonies they would normally place 3,350,000 booklets. Instead of that, with one month still to go, they have placed 3,638,770; and keep in mind that this does not include the big *Kingdom* booklet drive, September 4 to 13, which will unquestionably shoot the figures way over the four million for the year.

Viewed from every angle, therefore, the Lord's people have much to be grateful for in that they were privileged to be thus used to the glory of Jehovah. Next month's *Bulletin* will carry the grand total for the year.

The Notice Must Be Served on Christendom

Otherwise Their Blood Will Be upon Those Who Refuse

"Rulers' Slips" to Be Inserted in Booklets

The work of serving notice upon the rulers of Christendom is of great importance; for the Lord shows that if the watchmen do not sound the alarm, the blood of the wicked, destroyed in Armageddon, will be upon them. The Society is so in earnest about this proposition that it has made a special offer on *Vindication* so that the rulers in whose hands the *Kingdom* booklet is placed will have no possible excuse for not knowing about what the Lord Jehovah purposes to do.

Strange to say, it has come to our attention that some of the friends have personally been signing these slips so as to get for themselves a copy of *Vindication* under the special terms granted to the rulers. Why any of the Lord's consecrated people would want to do this is very difficult to understand. It would seem as if they were giving more consideration to their own selves than to the interests of the Lord's work. No one who really loves the Lord should want to take undue advantage of this confidential position for his own personal gain. These slips were not sent to Jehovah's witnesses for them to get books at this special rate. They were sent to them to insert in the *Kingdom* booklets so that they might have a part in carrying the warning to the rulers in Satan's organization, that the rulers might be warned concerning Jehovah's purposes.

Remember Your Special Report on the Rulers

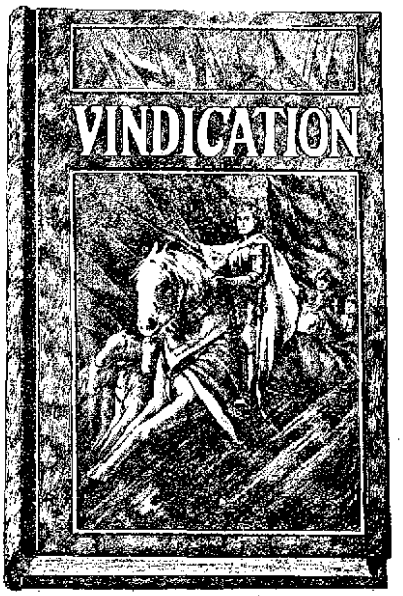
We Know All Will Be Interested in Final Results

Again, we wish to remind all of Jehovah's witnesses that on October 31 is due a special report on the work which has been done with the *Kingdom* booklet amongst the preachers and the rulers. We hope that everyone will have called upon all of the rulers in his territory by that time and that they have been served with the notice, in accordance with previous instructions. Fill out the card promptly and send it to us, so that we can tabulate the results. Workers in companies should have their complete report in the hands of the director, so that he can make a complete report to the Service Department; and auxiliary and pioneer colporteurs should individually send in their reports to the Colporteur Department. This report, of course, is in addition to the regular weekly reports, which should have included all booklets distributed, regardless of with whom they were placed.

Pioneers who have not as yet reached their winter or fall assignments, and have therefore been unable to call upon the rulers in their new assignment, should be sure to call upon them before they leave their new territory. The warning must be given, and the watchmen who are faithfully obeying Jehovah's commandments will be glad and anxious to do his bidding.

TESTIMONY WEEK

WITH



AND

FOR ONLY 40 CENTS

All of Jehovah's witnesses should strive to give as many testimonies as possible and leave this splendid message of the hour with as many as can be found who seek righteousness.

"And the nations shall see thy righteousness, and all kings thy glory; and thou shalt be called by a new name, which the mouth of Jehovah shall name."

What a privilege have Jehovah's witnesses!

BULLETIN FOR Jehovah's witnesses

NOVEMBER 1, 1931 TESTIMONIES FOR THE YEAR 10,949,344

THOSE WHO KNOW JEHOVAH

Are Workers in His Vineyard

THE FIELD IS LARGE; LABORERS, FEW

Why Not Seven Thousand Workers Weekly?

Encourage Field Activity

In this column, each month, will be found a thought which should be carefully considered by the anointed of the Lord. This time our subject is "WORKERS". Maybe the next will be "HOURS", "TESTIMONIES" or "PRESENTATION", but each will be about some means whereby the interests of the Kingdom may be increased in your territory. We hope the thoughts will be helpful. Those who know Jehovah and have the 'white stone', or in other words, have his vote of approval, will be in the vineyard. During the past year there were, on an average, 4,733 company workers in the field each week, 1,137 pioneers, and 694 auxiliaries, or a total of 6,564 workers weekly. It is encouraging to note that this is an increase for 1931 of 438 weekly workers, as during the previous year there were only 6,126 weekly workers. However, during Witness Week there was a grand total of 13,613 workers engaging in the field service.

Now we are wondering what happens each week to the other 7,049. There is a large field in the United States. The workers are few, and in order to reach the people so that the marking may be done it will take all the workers who are in line for the Kingdom. What can be done? How can we get more workers in the field regularly? What can we do to help others see their privileges? One thing, we believe, is essential, and that is to encourage the brethren in the companies not only to read *The Watchtower* and the recent publications of the Society, but to study them. We feel sure that if those in line for the Kingdom are going to make their calling and election sure their privilege will be brought so clearly to their attention through *The Watchtower* that they will become regular weekly workers. The Kingdom work in which we are engaged is the most important work of all time, and we should help one another to see clearly what *The Watchtower* has to say regarding our responsibilities and privileges. The company workers, we hope, will reach an average weekly quota of 4,950 for the entire year 1932. When we speak of the company workers we also include the sharpshooters. For the pioneers we are anticipating 1,300 regular workers and 750 auxiliaries. This makes a total of 7,000 weekly workers in the field, out of a possible 14,000. The pioneers ought to be able to keep their 1,300 in the field easily, because in September there were 1,655 enrolled in this branch of the service. The auxiliaries should be

(Continued on page 2, column 2)

Unity in the Presentation Essential

TESTIMONY

Good morning. The people need a righteous government. Centuries ago Jehovah promised that he would provide the people on earth with a righteous government in his due time. That due time has now come, and as one of Jehovah's witnesses I am here to give you the information. These books cover the entire matter, proving beyond any doubt that the government Jehovah has provided will bring to the peoples of earth lasting peace, prosperity, health, happiness and everlasting life. These books are really a gold mine of information. Other books of this size cost not less than fifteen dollars. We are preaching the gospel or good news of the kingdom by putting these books in the hands of the people, and money is contributed by those who love the Lord to enable the people to have them so cheaply. If you contribute a dollar for any four, or $2.60 for the entire ten, I shall be pleased to leave these with you and take that amount. I am sure you will be greatly blessed by reading them and by helping some one else to learn about the blessings that are coming.

Testimony Week; All's Provided

The Date, Nov. 7-15

The Literature, *Vindication* and *The Kingdom*

The Testimony You Memorize

All That's Needed Is You

Once more comes the call to action, "Remnant to the front!" The Lord has permitted his people to make arrangements for another great campaign, and to the call the remnant joyfully responds, "Lord, here am I; send me."

Testimony Week begins November 7 and lasts until November 15. Its purpose is to testify to the honor of Jehovah's name by offering the new book *Vindication* for the first time to the people. With it is to be offered a *Kingdom* booklet, and the amount to be taken for the combination is to be 40c. What a combination that will make! Anyone who reads it will certainly have no reason for unknowingly supporting Satan's organization any longer. It should thrill all those who love the Lord with joy to think of the privilege that Jehovah has given them to sound the alarm which these books contain and to boldly go forth as his witnesses that he is God.

The Lord's time has come for this warning to be given to Christendom, as is clearly evidenced by the way in which the *Kingdom* booklets have been going out. It is almost unbelievable, but it is the truth nevertheless, that the factory here in Brooklyn is now working on its fifth million since the convention and these are being shipped out so fast that it is necessary to run a day and a night shift to keep them in stock. In Germany they are working on their fifth million also. The message contained in *Vindication* is equally important in order that those who desire to seek meekness and righteousness may clearly discern the Devil's organization and may know what is the Lord's side, on which to take their stand. The time has now come to offer *Vindication* with the *Kingdom* booklet, for only 40c.

Actuated by the Lord's spirit, the remnant are sure to respond to this another special week of testifying to the rulers and the people concerning Jehovah's purposes. Here we quote again the special testimony which Brother Rutherford has prepared to be used during this week in presenting *Vindication* to the people.

"Good morning, Mr. Jones. I have come to give you a testimony concerning Jehovah's purposes. I am one of his witnesses and I am thus preaching the gospel. Within a short time from now Christendom will be completely destroyed by the army of the Lord. Jehovah has made it clear by his Word that the people must be notified of that approaching destruction and shown the reason why it will be done. These books explain all about it and show you that God's kingdom is the only hope for the people. We are taking a nominal sum of money to help defray the expense so that more books may be published for the benefit of the people. These two, *Vindication* and *The Kingdom* booklet, I have brought for you and I shall be glad to receive from you

(Continued on page 2, column 3)

Jehovah's Witnesses to Give Same Testimony

With the Voice Together Shall They Sing

Memorize the Testimony; Give It Word for Word

Never has there been a time when the message of the Lord should be spoken with such unity in its presentation as now. The greatest results as to the spreading of the literature were accomplished during the *Kingdom* booklet campaign. Why? Because Jehovah wanted this particular message given. The Lord's people heartily engaged in this work, and they used the short witness or testimony which the *Bulletin* presented to them a few months ago. The words were put in our mouths, what to say and how to say it. We speak not our words, but the words which Jehovah through his organization gives us to speak.

God is dealing with his organization on earth, and no one who has the love of the truth can deny this fact. Did not the Lord reveal to his people just recently how he has been directing the affairs of the faithful? Did not the Lord reveal that his people would put on sackcloth from 1914 to 1918 and that they would be dead in the street for 'three days and a half'; that they would be resuscitated and then taken into the wilderness and that while there he would feed them with food convenient? Then he brought them out of the wilderness and his people were assembled, in 1922, at Cedar Point, and on "The Day" they received specific instructions as to the advertising of the King and the Kingdom. Not only did the anointed of the Lord carry out every detail as to the fulfilment of Revelation in the pouring out of this vial, but thereafter, in the Lord's due time, all the vials were poured out as instructed in the Lord's Word, although at the time the Lord's people did not know that they were doing this particular work in the earth. Recognizing these facts and knowing that the Lord is using his organization, and knowing, too, that he has been providing them with information regarding his Word that astounds his people, we can be very sure that he will continue to use this organization to the glory of his name. We know for a fact that the work accomplished in the past years was richly blessed by the Lord, and we can feel certain that that which we have to do now will be to the Lord's glory.

In order to give a wider witness, therefore, in order to reach more people, in order to speak to the people that which should be spoken to them, the testimony that appears in

(Continued on page 2, column 4)

Offer 4 Books for $1.00, Beginning Nov. 16

Combination Proven Successful Last May

Due to *Kingdom* Booklet This Convention Surprise Was Delayed

One of the thrills of the Columbus convention was the announcement that, commencing October 1 this year, the bound books by Brother Rutherford would be 4 for $1.00 to the public, with the exception of *Vindication*.

We have been unable to take advantage of this arrangement, due to the fact that two very important campaigns had to precede it: that of the distribution of the *Kingdom* booklet, with its warning to the rulers and the people, and the *Vindication* campaign during Testimony Week. Now the time has come to take advantage of this wonderful provision which the Lord has made to place the Kingdom message with the people in its most permanent form, the bound books, 4 for $1.00.

Many of the friends are inclined to attribute the increase in the booklets and the decrease in the bound books to the depression that exists in the land. A careful study of last year's activities, however, demonstrates that this is not the case. The South and Southwest, which embraces the states of Arkansas, Louisiana, Alabama, Oklahoma and Texas, where the greatest depression existed during last winter, and practically all of last year, for that matter, had the highest percentage of bound books of any section of this country. This proves that the needs of the people, the enthusiasm of Jehovah's witnesses, and the Lord's gracious provisions to supply their needs are the big factors in placing the bound books.

Commencing November 16, all of the anointed throughout the earth will immediately concentrate on the distribution of the bound books. Any of the books written by Brother Rutherford may be used in the 4-book combination, with the exception of *Vindication*, which is to be placed at 35c. The entire combination of 10 books will be placed for $2.60. The latter part of November and all of December should be devoted to stressing these combinations. The 4 for $1.00 should be emphasized. The presentation should be as outlined in the testimony appearing in another part of this *Bulletin* and prepared by Brother Rutherford. This testimony should be followed completely and explicitly. If it is done, much more territory can be covered in an effective manner than heretofore. The time has come when the Lord's people should raise the voice and with the voice together sing the praises of Jehovah from door to door. By all using the one testimony the horn of the Lord and of Gideon will not give an uncertain sound, but one uniform sound, proclaiming the kingdom of our God and his Christ.

The campaign after Testimony Week should be concentrated on the rural territory and small towns, cleaning them up if possible before the severe winter weather commences. This is the time of year that the people in these sections have some money and lots of time on their hands and the big question in their minds is, "What is the meaning of these conditions, and when will they end?" You have the solution of their difficulty and the answer to all their questions in the message of the Kingdom contained in the bound books. Take these to them; 4 for $1.00, 10 for $2.60.

If the people do not take the $1.00 combination, then drop to *Vindication* and *Kingdom* for 45c or 4 booklets for 25c, always including the *Kingdom* booklet.

Spanish *Golden Age*

The Golden Age is to be published in Spanish under the name of *Luz y Verdad* (Light and Truth). Brother Rutherford is very much interested in its wide circulation, as this seems to be the appropriate time to reach the Spanish-speaking countries, as well as the Spanish-speaking people in the United States. The first number will contain the article "The Kingdom, the Hope of the World", and the Resolution, with other interesting matter for the Spanish people, and is to take the place of the *Kingdom* booklet in Spanish in the United States and Latin America.

It is hoped that companies with territories where Spanish-speaking people are found will arrange for this feature, and that pioneers and auxiliaries give a reasonable attention to this work. One need not have to speak Spanish to engage in this work, as there will be a printed notice on the first page of the magazine that will tell the story. Simply take 5c or leave the magazine for a few days, and when coming back get the subscription price, or the price of the copy, or the copy itself.

The subscription price is 75c a year; pioneers and auxiliaries are granted a special rate. Company rate will be 4c a copy on this first issue, which is offered to the people at 5c. Subscription blanks will be sent to you when filling your order.

Is Your Inventory In?

There are quite a number of companies and sharpshooters who, to date, have not sent in their inventory of stock on hand on October 1. Inasmuch as this inventory is to be the basis for crediting the companies and sharpshooters for the difference between the old prices and the new prices which went into effect October 1, this should be sent in, for no credit can be allowed to those who have not sent in their inventory.

(Continued from page 1, column 1)

able to average 750 in the field each week, with 944 enrolled in the auxiliary service.

How can the pioneers be helped to keep in the service regularly? We know that when they receive their *Watchtowers* they read them with much pleasure and this is their big stimulation and brings to them much enthusiasm so that they might carry on in the witness work. The pioneers have been convinced that full time in the service is required of them and they have been encouraged to carry on because of the blessings the Lord has given them. They encourage one another to become more active when they meet in the field in isolated places and at conventions. Most of the anxiliaries are with the company workers. They can encourage one another to study God's Word as revealed to them from time to time and make it their own, abide by the commandments of the Lord, and carry on the greatest work ever committed into the hands of man. At least let us try to be an encouragement one to another, so that more workers may regularly engage in the field service.

Directors and Sharpshooters, Please Take Notice!

It has been decided to discontinue the practice of calling for a yearly territory report from the companies and sharpshooters. Henceforth, as soon as the 1931 fiscal yearly territory report has been submitted as already requested, it will no longer be necessary for service directors and sharpshooters to keep a territory report for the Society.

In the place of a yearly territory report to the Society, it is now requested that service directors notify the Service Department in those cases where the companies are not thoroughly covering the territory assigned to them, in order that either an appropriate adjustment of territory may be made or that provisions may be made to send in pioneers, to see that a thorough witness is given each year. Sharpshooters, however, will not need to notify the Society in cases where their territory is not being thoroughly covered, for the Society makes it a point to send in pioneers to assist the sharpshooters whenever this is possible.

Since the Society no longer requires a yearly territory report, we suggest that the service directors dispense with keeping such detail records for their local use. We recommend the following of the Zoning System as far as keeping a record of what territory is assigned, when last worked, the number of times worked during the current year; in fact, everything except keeping a record of what literature was placed in the territory. Service directors should eliminate keeping any data not required by the Society or being used by the company, so as to permit the giving of more time and energy to the great work of witnessing from door to door to the honor and praise of Jehovah God.

This rule does not apply to pioneers, as they are to continue to submit to the Society the territory reports requested of them, the same as ever.

(Continued from page 1, column 3)

forty cents for them, and I am sure you will receive a great blessing by learning their contents."

Memorize it so that you can deliver it smoothly and so that the people can understand you. This is to be Testimony Week, and that which you say to the people is to be considered as the testimony which is to be given. More time in the field will mean more testimonies delivered and more people given the opportunity of receiving the message in book form.

Your report for the week should be sent to this office promptly. Remember, as heretofore, the report is to be for the entire period beginning November 7 and including Sunday November 15. This will mean that your previous week's report will close with Friday, November 6. In making this week's report, use one of the regular weekly report cards, as special ones are not being sent. This applies to companies, pioneers and auxiliaries. To the sharpshooters only will a special card be sent.

Keep Within Your Territory

Complaints are coming to this office that there are many company directors who do not pay sufficient attention to their territory boundaries and that a number of friends in the different companies do not work the territory assigned to them. As a result, considerable confusion is caused and energy wasted. Each company director and sharpshooter should see that he knows his territory boundary and should instruct the workers not to go beyond those boundaries.

(Continued from page 1, column 4)

this *Bulletin* should be used word for word by all of the Lord's anointed. The Lord has said that his witnesses will raise the voice and that with the voice together shall they sing, and that will be literally true in this testimony. Every one of the Lord's anointed should earnestly study and memorize this, and should understand why they say the things they do say.

Just stop for a moment and analyze the testimony. The very first statement, "The people need a righteous government," is a fact and an approach in which everyone will agree. Then you tell them that Jehovah will establish a righteous government. Also you introduce yourself as one of Jehovah's witnesses who brings to them this information. You reveal to them what Jehovah's government will bring to the people, "lasting peace, prosperity, health, happiness and everlasting life." Then you state what a set of books like this would ordinarily cost, arousing their curiosity. You give them your reason for presenting the books, "It is our method of preaching the gospel," or the good news. You show them that the work is carried on by contributions and that this is why we can offer the books at such a low figure. We are not selling these books to the people. We merely ask them to contribute a dollar for four of the clothbound books, or $2.60 for the entire set of ten. You close with a few words assuring them of the Lord's blessing in their reading of these books. This testimony covers every point Scripturally, logically and legally. If every one of the Lord's people uses this testimony, we feel sure that a greater witness will be given to the glory and honor of Jehovah in our part of the vindication of his name.

We feel certain that the testimony that was mailed to the brethren by Brother Rutherford on October 16 will also be a great aid to them during the *Vindication* campaign November 7 to 15. The testimony should be memorized and used, and we know that more people will be reached and have an opportunity to hear the message. As Ezekiel stated in his prophecy, we are to mark them in their foreheads; and if anyone does not want to be marked there, then leave him and go to the next door. Perhaps the next time you call, in six months or so, another member of the family, or the same person, will be in a different heart condition and will want to be marked as being on the Lord's side. At least, we will give them more than one opportunity to obtain the message of the Kingdom.

Let us all remember now that obedience to the Lord's commands is really essential. The Lord has given us these words to speak. Let us study them, let us make them our own, and then use them in our witnessing work. We are now engaged in a work that must be done immediately and with effect. We should not engage in arguments or controversial speech. Our purpose is to give the testimony, and then pass on quickly to the next one. If the books are taken we accept the contribution with thanks. If we are refused there is no reason for us to lose our proper poise. We simply withdraw genteelly. The Lord is with his organization. He is blessing his people. They are his witnesses in the earth.

BULLETIN FOR Jehovah's witnesses

DECEMBER 1, 1931 TESTIMONIES TO DATE 912,907

THOSE WHO KNOW JEHOVAH

Spend Time in Witness Work

HOW CAN YOU PUT MORE HOURS IN THE FIELD?

What Will It Be Each Week?

Company Workers 5 out of 168?

Auxiliaries 12 out of 168?

Pioneers 25 out of 168?

The estimated number of workers in the Lord's vineyard each week was set at 7,000. How may these hope to deliver the greatest number of testimonies during the year in 'preaching this gospel of the Kingdom', and thus have a part in the vindication of the great name of Jehovah? They are not content with merely putting in the time in the field, but each one is striving to do his or her utmost that the widest witness may be given. And this will be done by the united, harmonious action of these joyful, willing, eager witnesses as they voluntarily go forth lifting up their voices in the song of praise to Jehovah.

It can readily be seen that if these witnesses are seven thousand strong, the more often each one of them goes out to give testimony, and the more hours he stays in the field, the more testimonies he will deliver and the greater the scope of the witness will become. All realize that their one and only objective is to give testimony for Jehovah God and his kingdom. To attain this requires making it the chief thing of their lives, with careful planning so that their time and efforts are really spent in this, their sole mission, and not in other relatively unimportant and unnecessary activities.

The great success had in past weeks set aside as Witness and Testimony weeks has been due to the united, hearty effort put into doing this one thing during such periods. Plans were made in advance and carried out by the Lord's grace to His glory. The blessing of the Lord which has so manifestly been upon these efforts shows that they have met with the Lord's approval. These Witness and Testimony weeks are eminently successful because of the large number of workers who go out into the field and put in the greatest possible number of hours in giving the testimony. Obviously, then, applying the same principle to each week of the year would also have the Lord's approval and bring largely increased results in giving testimony. Those who know Jehovah are not content to be active merely during the appointed Testimony periods, but desire to faithfully fulfil their commission all the time.

Putting this into practice would mean that each one of Jehovah's witnesses must organize his efforts on the most efficient basis, not just going out into the field whenever he happens to feel like it or has a little time to spare, but going out at a planned and arranged time to a set place, and joyfully participating in

(Continued on page 4, column 2)

A Year Ended; but What a Year!

Year Book & Calendar

Get Your Orders in Early

A Limited Supply Will Be Printed

Each year the Society publishes a *Year Book* and also a calendar. These have been encouraging and helpful to the brethren. The Lord's anointed should obtain the *Year Book* for two reasons. First of all, it contains the report of the activity of Jehovah's witnesses throughout the entire world. The Lord's people reading this report will receive great joy because they will realize the unity and magnitude of the Lord's work in the earth. The report is excellent; the Lord has surely blessed his people and added the increase.

Also, as usual, there will be a short discussion of the text for the year, then daily texts, with one for consideration at the declaration meetings on Wednesday evening. The price of the *Year Book* is 50 cents, due to the fact that a small edition only is printed. It would be appreciated if the stockkeeper, through the director, would order for the entire company. In this way the books can be shipped by freight instead of by mail or express. The *Year Book* will be ready about December 15.

A calendar also is being prepared. It is very attractive and it will have outlined on the calendar pad the five united testimony periods for the year. The calendar is offered at the same price as last year, 30 cents each, or in quantities of five or more, mailed to the same address, 25 cents each.

An Answer to Many Inquirers

From time to time we receive requests for counters for keeping a record of testimonies given and for cases in which to carry the books.

The address of the manufacturer of the testimony counter which is called a "Golfer's Pal" is Horm Manufacturing Company, 7 North State St., Elgin, Illinois. It is sold by them for $1.00. The cases were made by A. Ortman & Son, 39 West 60th Street, New York, N. Y., and their price is $2.75 a case. A money order must be sent with your order for a counter or a case. The Society will not handle any of these orders; the friends desiring these articles must deal direct with the manufacturers.

Spanish *Kingdom* Booklet in Magazine Form

The first number of *The Golden Age* in Spanish, *Luz y Verdad*, contains the "Kingdom" lecture and the Resolution. This is now ready for shipment. This first number will take

(Continued on page 4, column 4)

More than 11 Million Testimonies Given

Largest Number of Weekly Workers Ever

Over 6 Million Pieces of Literature Placed

'It Is the Lord's Doing, and Marvelous in Our Eyes'

The attached report summarizing the activities of the companies, sharpshooters, pioneers and auxiliaries for the year 1931, is the most inspiring and stimulating vision of the Kingdom activities in the United States that it has ever been the privilege of the people of Jehovah to witness. The magnitude of the message, in the number of testimonies given, the number of people obtaining literature, and the amount of literature distributed, exceeds anything that ever took place in the past. Happy indeed is the lot of each one of Jehovah's witnesses who used his faculties to the extent of his ability in magnifying the name of Jehovah in this way!

The summarized report is such a monument of encouragement that to try to make a detailed analysis of it in this *Bulletin* would be to limit it to a great degree. Therefore, beyond one or two comparisons of the yearly quota with the accomplishment, we are going to leave the analyzing to be done by each individual and each company, feeling confident that it can be viewed from a great many different angles and many more encouraging features brought out than we would have space for in this *Bulletin*.

A comparison of the testimonies is important. At the beginning of the year we set a quota of ten million testimonies, hardly hoping that it would be attained; but here at the end of the year we find this exceeded by 1,049,344. This means that approximately half of the families of the United States have been given the testimony. Of these, 3,308,078 different people obtained literature. This means that practically one in every seven families in the United States obtained the literature of the Kingdom during the past year. The number of hours reached almost three million, which, reduced to years, would mean 342 years' work, working 24 hours a day. Considering these figures, one is overwhelmed with the thought of the magnitude of the witness that the Lord is giving in the earth at the present time, and in the words of the psalmist we exclaim, 'It is the Lord's doing, and marvelous in our eyes.'

COMPANIES AND SHARPSHOOTERS

The analysis of the combined activities of the companies, sharpshooters, pioneers and auxiliaries for the year 1931 is very encouraging in view of the abnormal conditions that existed throughout the country. Company and sharpshooter reports on the number of testimonies made during the year show a very splendid increase over the quota. At the beginning of the year the quota for the companies and sharpshooters was set at 3,931,200 testimonies. During the year this group of workers made 5,161,370, or an increase of over 31 percent on what was originally estimated. This was due to the fact that the friends entered into the work with greater enthusiasm than ever before.

It was estimated that 4,500 workers would be in the field each week

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1931 ACTIVITIES OF COMPANIES, SHARPSHOOTERS, PIONEERS AND AUXILIARIES COMPARED WITH THEIR QUOTA FOR 1931

	Companies and Sharpshooters	Pioneers	Auxiliaries	Total	Quota
The Harp of God	64,036	120,337	20,462	204,835	
Deliverance	44,739	97,620	15,087	157,446	
Creation	54,283	122,181	18,469	194,933	
Reconciliation	36,518	81,937	13,832	135,287	
Government	50,407	116,904	17,722	185,033	
Life	49,855	112,302	18,204	180,361	
Prophecy	38,648	94,446	14,926	148,020	
Light No. 1	65,013	96,900	21,440	183,353	
Light No. 2	62,209	95,158	20,964	178,331	
Miscellaneous	101,548	33,228	14,897	149,673	
Total books	567,256	974,013	176,003	1,717,272	2,240,000
Total booklets	2,389,386	1,788,570	511,178	4,689,134	3,350,000
Grand Total	2,956,642	2,762,583	687,181	6,406,406	5,590,000
Av. No. Weekly Workers	4,733	1,137	693	6,563	6,125
Total Hours	1,208,021	1,354,011	387,400	2,949,432	2,546,040
Obtainers	1,637,926	1,292,383	377,769	3,308,078	
Testimonies	5,161,370	4,431,828	1,456,146	11,049,344	10,000,000

Plans for Fiscal Year 1932

Quota Set at 11,500,000 Testimonies

More Workers Expected

A Bigger and Better Witness Is Our Hope

5 United Testimony Periods

Jehovah purposes to have a witness given in the earth to the glory and honor of his name, and great is the pleasure of his people to make every effort to carry out his will concerning the testimony which we know must be given to the rulers and the people. With joy his people seek to increase their Kingdom interests and make preparations for extensive campaigns throughout the coming year, so that even more people may hear the truth. The anointed of Jehovah are the leaders of the people. These are already on the highway. Great is their responsibility, because they must now show the people the way from Satan's organization to Jehovah's organization. Happy is their portion, with the remnant to the front, singing the praises of Jehovah. This they must do until his name is completely vindicated.

Jehovah's witnesses constitute the publicity agents of God's kingdom on earth. To these the Lord has committed the testimony of Jesus Christ, and they joyfully obey the commandments of Jehovah. God has written in his Word that 'great is the company that publishes the Kingdom message'. Those composing this company are not great in number, but they are great because God has made them so.

It is always beneficial to make plans and preparations for the work throughout the year, and therefore we take pleasure in presenting to the Lord's people the plans we hope, by the grace of God, to accomplish. Again we will set our quota in testimonies because all can speak forth the word that God has placed in their mouth as his witnesses. In order to arrive at the number of testimonies which we shall have as a quota we must first consider the workers and the hours they will participate in the field work, and by this method arrive at the total number of testimonies which will be our quota.

Shortly after the convention at Columbus, Ohio, there was held a special witness week, during which time there were 13,613 workers actively engaged in witnessing for the Kingdom. Undoubtedly the convention and *The Watchtower* have brought to the attention of those in line for the Kingdom their responsibility, and therefore the average number of workers throughout the past year has been increased. During 1931 there has been an average of 4,733 company workers in the field. At times there were considerably more workers engaged in the field work, but this was the weekly average. There has been an increase of 357 workers over the previous year. This is an 8-percent increase, and we can anticipate a 5-percent increase in the weekly average number of company workers for 1932. This would be an addition of 237 workers, bringing the total to 4,970. Our quota for company workers (including sharpshooters) we are therefore setting at 4,950.

The pioneers have been very active in the field during the past year. There was a weekly average of 1,137 engaged in the field work. This was an increase of 199 over the preceding year, or a 21-percent gain. During 1932 there should be at least a 15-percent increase over 1931. Since the Columbus convention applications for the pioneer service have been coming in fast. With an increase of 15 percent it would mean that we would have 171 more weekly pioneers in the work, bringing the weekly average to 1,308 for 1932. We therefore set the quota for pioneers at 1,300.

The auxiliaries have also been active in the witness work, and an increase is found in their ranks. During 1931, 693 auxiliaries participated in the work each week, an increase of 149 over the previous year. With the 27-percent increase in the number of workers in the auxiliary ranks last year, we feel certain that there will be at least a 10-percent increase in this branch of the service during 1932. This would add to the weekly average 69 auxiliaries, making a total of 762. Summing up the weekly number of workers in the field we believe there will be

4,950 Company workers
1,300 Pioneers
750 Auxiliaries

or a total of 7,000, Weekly Average number of workers for the entire 52 weeks of 1932.

However, we hope that sometime during the year it will be possible for all of the Lord's people to engage in the field work at one time, and therefore we anticipate reaching a peak of workers during some special testimony period. Due to the fact that we have reached a peak of 13,613 workers engaged in the field at one time, we feel sure that we can again reach that and even do better. We are therefore setting a peak quota (which we hope to reach at least once) of 14,000 workers. Of these 14,000, we anticipate that about 11,500 will be company workers and sharpshooters, 1600 pioneers, and 900 auxiliaries. We are looking forward to the time when this peak will be reached. It is something to attain.

HOURS IN THE FIELD

Having considered the workers, our next consideration should be given to the hours. If the Lord's people once realized the importance of service they would all be workers. After becoming workers it is a matter of time put into the service. The more time one uses in the service, the more testimonies will be given concerning the Kingdom. Time is an essential element in attaining the quota for 1932. During the past year the company workers and sharpshooters averaged 4.9 hours a week. If each of the 4,950 company workers averages six minutes more each week during 1932 they will have an average of five hours each per week. Therefore the company workers and sharpshooters would by the end of the fiscal year put in 1,287,000 hours. The pioneers have not averaged their 25 hours weekly, but we do hope that they will attain the average number of hours per week during the coming year. In a year, 1300 of these would put in a total of over 1,550,000 hours. We hope, however, that the pioneers will find conditions such that they will average over 25 hours and greatly exceed this total. The auxiliaries also were under the required number of hours, which is 12 hours per week. We anticipate that they will have an increase over the past year and average their 12 hours per week. With 750 auxiliaries averaging their regular hours per week they would put in a total of over 450,000 hours in the year. But, summarizing the hours very conservatively, we suggest the following quota:

Company Workers' Hour Quota	1,250,000
Pioneers' Hour Quota	1,500,000
Auxiliaries' Hour Quota	400,000
Total Hours	3,150,000

THE TESTIMONIES

During the past year the average number of testimonies given per hour was 3.71 per worker. However, during the months of September and October a rather liberal estimate was made on testimonies because the friends did not know how to report them, and our reports were incomplete on testimonies. Therefore we believe that for 1932 the estimate should be placed at 3.7 per hour per worker. This would make a total of 11,655,000 testimonies which we anticipate will be given to the peoples of the United States. With 7,000 weekly workers putting in 3,150,000 hours we arrive at a quota of 11,500,000 testimonies for 1932. This means approximately 500,000 more testimonies to be delivered than were actually delivered during the past year.

In order that the factory might operate efficiently during the coming year, a forecast is drawn up anticipating what the company workers, pioneers and auxiliaries will do during the year.

Our estimate, therefore, has been placed at 725,000 clothbound books for the company workers and sharpshooters, and also 2,500,000 booklets. We anticipate that the pioneers will place 1,275,000 bound books and 2,000,000 booklets. We also figure that the auxiliaries will place 240,000 books and 550,000 booklets. This makes a total of 2,240,000 bound books and 5,050,000 booklets to be placed by the workers, or 7,290,000 pieces of literature during 1932. This, we believe, can be accomplished by an earnest endeavor on the part of the 7,000 weekly workers to put in the time, giving the testimonies to the glory and honor of Jehovah's name and word.

THE UNITED TESTIMONY

Consistency in the field activity is essential to the life of a Christian. In order for one to maintain his integrity and be loyal to the Lord he must continue faithful to the end by preaching the message. During the year, however, specific periods of time have been set aside for united work, and these are called "united testimony periods". At this time all of those who are in line for the Kingdom should make a special effort to get all the hours possible in the field work, and with one voice together sing the praises of Jehovah. Unity in action brings splendid results. These united testimony service periods have in the past brought much praise to Jehovah, and a real blessing to his people. During the coming year there are set aside five different united testimony periods, and from time to time the *Bulletin* will bring to your attention these periods and their import. At this time we will but mention the names of these periods for the year, and their dates:

Bound Book Testimony Period
January 30 to February 7
International Testimony Period
April 30 to May 8
200,000-Hour Testimony Period
July 2 to 10
Harvest Witness Period
September 3 to 11
Praise Testimony Period
November 12 to 20

In each of these testimony periods the witnesses of Jehovah will engage in harmonious publicity, in this, that they are making known Jehovah God, his King, and his Kingdom. In this way the Lord's people in every part of the earth will realize that they are working together in exact harmony with their brethren everywhere, and that Christ Jesus is leading on in the great campaign against the enemy.

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during the year. As the year comes to an end the average number of weekly workers was 4,733; an average of 233 a week more than was anticipated. It was estimated that each worker would average 4.2 hours per week. The end of the year shows that this was increased to 4.9, or almost ¾ of an hour per worker increase weekly for the year. All of this indicates that the Lord's people appreciate having a part in the vindication of Jehovah's word and name as never before.

The total literature placed during the year was 567,256 bound books and 2,389,386 booklets, making a total of 2,956,642 pieces of literature placed in 1,637,926 different homes. This is a mighty witness resounding throughout the country to the praise of Jehovah. It is true that comparing the number of bound books placed with that of 1930 shows a drop of over 100,000. However, when it is kept in mind that during 1930 we placed 168,442 volumes of the *Studies in the Scriptures*, against 101,546 during 1931, it is evident that over 67,000 of this drop was in the *Studies in the Scriptures*, leaving only a difference of 37,000 in the newer jr books; and this is more than offset by an increase of almost 885,000 booklets.

Viewed from every angle, therefore, as far as the distribution of literature is concerned, 1931 exceeds anything that was ever done up to the present time. Even 1929, with the whole year devoted to the distribution of *The Peoples Friend*, did not reach the magnitude of booklet distribution that we reached in 1931. A conservative estimate of the number of families served by the companies and sharpshooters the past year would be 25 percent of the families in the United States. There is no way of comparing the number of testimonies with former years; so we cannot make any comparison in that respect. However, the hours are a barometer which indicates the amount of time devoted to the service; and with 1931 showing 1,208,021 hours in the service, we have a peak never before reached.

The most surprising feature in the year's report is the number of combinations of bound books distributed. During the year 1931, 86,445 combinations were placed; and we placed more bound books in combinations during the year than in any year in the past, despite the fact that conditions were very bad. The drop in number of bound books was in single volumes. This emphasizes the fact that the smaller combination for $1.00 results in a larger distribution of books. Of course, 47,000 combinations of *Light* books greatly added

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118,787 Rulers Received "Kingdom" Booklets

More than 80,000 Clergymen Get Their Copy

SUMMARY OF WARNING TO RULERS

	Clergymen	Politicians	Financiers	Military	Total
Companies, Sharpshooters	49,189	9,758	11,173	968	71,088
Pioneers and Auxiliaries	31,264	6,968	8,822	645	47,699
Total	80,453	16,726	19,995	1,613	118,787

Jehovah's Witnesses Very Glad Because of the Privilege

Greater Part of Rulers Reached

Ever since it was announced in the August *Bulletin* that Jehovah's witnesses were to be privileged to carry a special warning to the rulers, this has been a matter of intense interest to the Lord's people throughout the earth; and we are glad at this time to be able to give you a report of what was accomplished in this respect in the United States.

Each of the anointed recognized and accepted the responsibility the Lord placed upon them by giving them an understanding of the application of Ezekiel 3:18, 19. The Lord has made them his witnesses, his watchmen in Israel, charging them with the responsibility of giving notice, to the wicked particularly. Whether those wicked ones saw fit to accept the warning or not was something between them and the Lord, but Jehovah's witnesses had to deliver the warning in order to discharge this obligation.

The summary of the activities from reports received up to the present time shows a total of 118,787 rulers witnessed to in this special way. Of these, 80,453 were clergymen; 16,726, politicians; 19,995, financiers; and 1,613, military leaders. It is impossible to get actual figures of the number of each one of these classes in the United States. Probably a reasonable estimate for the clergymen of prominence would be about 125,000. That would mean that two-thirds of the clergymen of the United States had been witnessed to personally. The other 40,000 probably dwelt in territory not assigned to companies, sharpshooters, pioneers or auxiliaries and will ultimately be reached when the general testimony is given to the people in their vicinity. Probably the same percentage would apply to the politicians, financiers, and military men.

Viewed from every angle, this is the most astounding and direct witness that the Lord's people have ever been permitted to deliver; and when the amount of work involved in getting the names and addresses and getting to these people with the *Kingdom* booklet is considered, some idea of the zeal and determination of the Lord's people to do this work thoroughly and effectively is obtained. From the different letters coming to the office, there isn't any feature of the work that Jehovah's witnesses have been privileged to have a part in that has created so much enthusiasm and joy among those who are really in the truth. Not only did this work also have a classifying effect upon those rulers witnessed to who were given an opportunity to accept the testimony of the Lord or reject it, but it also caused those who claim to serve the Lord to manifest whether they really believe that the Kingdom is here, that the time for the Devil's outfit to be wiped out has come, and that they were especially charged by Jehovah to bring this testimony to the people. None of those who are opposed to the Society and its activity would have any part in this witness, because they do not see and appreciate the issue at this time. Those who are selfish and fearful of what may or may not happen to them, and consequently have not boldness in the day of judgment, would not have part in giving this testimony, because of selfishness. Only those who were unselfishly devoted to Jehovah got a real joy out of this work and can appreciate the statement of Jesus, "Blessed are your eyes, for they see: and your ears, for they hear."

It has been found in a large number of cases that the most prominent of the clergymen, politicians, financiers and military leaders were out of the country, traveling in Europe and other places, and consequently had not been witnessed to, and some of the work among some companies of the Lord's people is held up waiting for these to return; so, in all probability, when the final report comes in it will show that, all told, about 150,000 rulers were reached. Those companies that have not sent in their report up to the present time or have sent in one report and are expecting to supplement it with another report covering those who were not reached at the time the first report was sent in should finish out their reports as soon as possible and forward them to this office, so that we may be able to let you have the remainder of the information regarding this work in the next *Bulletin*. A detailed summary of the activities of this work is given for your information.

Please Do Not Transfer Books

If Necessary Obtain Permission

Although from time to time companies, pioneers and auxiliaries have been requested not to transfer books without first having received the approval of this office, we are continually called upon by them to make adjustments on our records here for transfers which have not first been authorized by us. This should not be, and we shall greatly appreciate your cooperation in this matter. It takes special handling to make and look up transfers and adjustments of this nature, which interferes considerably with the regular office routine.

Then additional trouble constantly arises because those who have obtained permission to make a transfer of books have not followed the instructions. We ask all service directors, pioneers and auxiliaries to read these instructions carefully and to follow them in the future, in the hope of eliminating mistakes.

1. Before transferring books affecting two or more accounts at this office, whether such transfer be to or from pioneers, auxiliaries or companies, permission to do so should first be received from this office. The reason for this is that some pioneers and companies allow their account to run close to the credit limit, making an additional charge to their account unwise.

2. When the transfer has been authorized, we will forward a special form to be filled out and signed by both parties involved, the one receiving the books and the one releasing them. This form is self-explanatory and all the information called for should be filled in. Do not merely say so many bound books and so many booklets. Give the exact number of each kind of book and each kind of booklet, by its name. In the future an adjustment will not be made until one of these forms is properly filled out and signed by both parties.

3. When the adjustment is made on our records an invoice and credit memo will be sent to the respective parties whose accounts are affected.

Please bear in mind that transferring of books should be avoided as far as possible.

BOUND BOOK TESTIMONY PERIOD

Midwinter Preparations for United Testimony

Jan. 30 to Feb. 7 All Will Offer Books, 4 for $1.00

Plan Territory Now

As announced in the December 1 *Watchtower*, the period from January 30 to February 7 is to be known as the Bound Book Testimony Period, during which a special effort will be made to place bound books in the hands of the people. This is the first bound book testimony period since the inauguration of the new rate, 4 for $1.00. This combination, therefore, should predominate: any four of the first nine books for $1.00, or, when *Vindication* is one of the four, $1.10.

In making arrangements for this period great care must be taken to see that the proper territory is chosen, particularly in the north, east and middle west, where weather conditions are severe. It is true that winter weather is no longer an obstacle to the truly anointed. It is simply a condition to be met, planned for, and conquered. It is impossible to approximate all the difficulties that will arise throughout the country and make one uniform arrangement to meet them all. Local conditions must be considered and overcome by the brethren in their respective localities. However, there are general conditions that must be met and which can be handled pretty uniformly. First, an effort should be made for the brethren to witness in the most protected territory available. This divides itself into three general divisions: apartment houses, homes with vestibules or protected porches, and apartments over stores and offices. Second, the witnesses themselves should see to it that they are properly dressed, at least as far as it is within their means to do so, for the weather conditions they have to contend with. If arrangements have been made to work in large apartment houses, do not dress with heavy wraps and overshoes, etc.; and if you are working houses with protected porches, where it is necessary to walk in the ice and snow or slush between the houses, wear proper overshoes and wraps. Many friends go into the service without giving proper consideration to these little details and have to quit in less than an hour or so because they are too cold or their feet are wet or they are too uncomfortably warm to continue longer. These difficulties can be eliminated to a great extent with proper care and thought. Third, care should be taken to see that your cases for carrying the literature are such that they protect it in case of rain or snow. The literature should always be protected so that it is neat, clean and presentable.

Houses and apartments over stores and offices are practically always accessible, as are the majority of the regular apartment houses. Where it is possible to get in and witness to the people without interviewing the superintendent or house manager, do so by all means; but where it is impossible to get into the apartment houses without the permission of the superintendent or the manager, rather than pass them by, call upon the manager and explain your mission to him. If he grants you permission, well and good. If he is inclined to refuse, put the matter squarely up to him something like this: "The world is in dire distress and the people are wondering why and what is to come to pass in the near future. As one of Jehovah's witnesses and in obedience to his commands we are preaching the gospel. Within a short time from now Christendom will be completely destroyed by the army of the Lord. Jehovah has made it clear by his word that the people must be notified of that approaching destruction and shown the reason why it is done. We are taking these books, which explain all about it and show that God's kingdom is the only hope for the people, and demonstrating them to the people, giving them an opportunity to contribute a nominal sum for them that more may be published for the benefit of the people. The Lord places upon his people the responsibility of delivering this message. I am here according to his instructions to do this work. His commission is found in Ezekiel 3:18, 19, where he says, 'When I say unto the wicked, Thou shalt surely die; and thou givest him not warning, nor speakest to warn the wicked from his wicked way, to save his life; the same wicked man shall die in his iniquity; but his blood will I require at thine hand.'" Tell him that you are there to discharge this obligation; and if he insists upon refusing you permission to call upon the people, ask him if he wishes to assume the responsibility before the Lord of keeping from the people this warning which the Lord says must be given. The time has come when those superintendents and managers must realize the importance and the significance of the work we are doing and just what responsibility they are assuming when they refuse to grant Jehovah's witnesses permission to carry out his commands.

Why Should You Offer the 4-for-$1?

May 8-17 Proved Books Can Be Placed

Book Offer Holds Out Many Advantages to People

Ever since the Columbus convention the faithful witnesses of Jehovah have been privileged to enjoy one opportunity after another of giving testimony on a widening scale to the honor of Jehovah's name. Now the Lord in his goodness is giving still another opportunity which will further prosper the work of his witnesses, in the combination of four clothbound books, four books for a dollar. There is abundant proof that this is the Lord's arrangement.

Many of the brethren will recall that *The Harp of God* was 85 cents when first published, due to the fact that a commercial printing concern manufactured them. Since then the Lord has prospered the work of his servant class, and out of his abundance and wealth has given them the means whereby the message may be produced in a highly attractive form and now *four* books can be placed in the hands of the people for but little more than what one book cost a few years back.

The beginning of the period of offering this combination was November 16, but sufficient reports and data are not yet available to give figures now; however, the foretaste the Lord gave in the week of last May 8-17 gives a basis for expecting a largely increased placement, and consequently a greater testimony to the Lord's glory.

The results of the week's work last May showed an increase of 73 percent in the placement of bound volumes over the IBSA week of the preceding year. In books this was a total of 160,035, or an increase of 67,547 over the work of the year previous. That this greatly increased total was due to the four books for a dollar is proven by the fact that over 50,000 of the 160,035 books placed were in combinations.

To further increase the joy and efficiency of His faithful witnesses, Jehovah has given them, in addition to the four-book offer, the united testimony, so that now their song of praise is indeed a harmonious melody. Thus it is seen that this feature of the testimony, offering the four books for a dollar, has the approval of the Lord.

There are many advantages to this offer which the witnesses of Jehovah will appreciate as they go forth in the field. First, that the Lord takes pleasure in the united, harmonious action of his people. This they are doing by all working shoulder to shoulder offering the testimony to the people in the same form, and with the same oral testimony. Second, the witnesses laid aside their usual work of giving testimony and in obedience to the Lord's command served a notice of warning on the preachers, politicians and financiers, and now they are glad to be again calling upon the people in their homes, placing the printed testimony in their hands which will enable those of good will to take their stand on the side of Jehovah, and to be the recipients of his blessings. After calling upon the preachers, it is a pleasure indeed to return to the house-to-house testimony work. Third, the reduction in the cost of the books, so that they may be offered at four for a dollar, is a big advantage, due to the adverse economic conditions. Also, the people have been in the habit of spending a dollar, and even two dollars or more, for a novel to read. They are accustomed to paying as much as 25c to rental libraries for merely the use of a single book that they have to return at the end of a few days, which is substantially the whole cost of one of the bound books. Popular magazines cost from 10c to 35c a copy, and are filled with advertisements and frivolous reading of negative value. At best these provide but a few minutes' reading, and do not supply what the people really need. Now the people are tired of reading unprofitable fiction, and, too, they can no longer afford it, and the Lord in his goodness gives his servant the privilege of taking them four books for less than they would expect to pay for one, and, above all, containing life-giving food (Luke 4:4; Prov. 4:20-22), in contrast with what they have been reading. And, fourth, where it is impossible for the people to take the four books for a dollar, or where they already have the other bound books, *Vindication* and the *Kingdom* booklet may be offered to them at 45c. These are but some of the many advantages that the brethren are enjoying in the offer of the four books for a dollar.

On every hand there is unemployment and suffering. Banks are closing and the future is uncertain for the people. This causes them to seek light pleasures, such as dancing and moving pictures, and much riding about in automobiles, in an endeavor to forget their worries. Such amusements cost a great deal of money, and the people, even in these hard times, are wasting their money for these things and receiving absolutely no benefit in return. Jehovah's witnesses, appreciating the real need of the people, and knowing positively that their relief is to come only from the Lord's kingdom, should bear this in mind when calling upon the people; and it will be of great aid to them in properly witnessing and leaving with them the printed testimony.

Then, too, the use of the Testimony published in the November 1 *Bulletin* is of great assistance in placing the four books for a dollar. The sentence concerning contributing one dollar for the four makes the people feel that they are having a share in the work, thus putting them in the right condition for beginning to read the message contained therein.

Indeed the faithful witnesses feel like following the counsel of David, in Psalm 35:27, and shouting for joy, being glad, for they do favor the Lord's righteous cause, and their sole desire is to see the name of the Lord magnified. We may confidently expect, then, that the Lord will prosper their work in giving the testimony, for 'He hath pleasure in the prosperity of his servant'.

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giving the testimony. To this end each witness must put his own affairs in order and allot certain hours on specified days for actual field testimony. Not all the Lord's people may be able to engage in the field service all the time, but they can all actively engage in giving testimony to the utmost extent of their time and strength.

Nearly all the brethren are so situated as to be able to get into the field on Sunday, and the reports show that this is an especially favorable time to call upon the people and deliver to them the testimony. Also Saturday afternoon is generally a half day for office and factory workers, and, in fact, now many people do not work at all on Saturday. This affords a splendid opportunity for finding them at home. During the summer they might go away on week-end trips, but now, with the inclement weather, the majority will be found at home. This, too, is the season of the year most favorable for reading.

The front-line workers, the pioneers, are in the field every day, but the auxiliaries, company workers and sharpshooters can so lay out their home duties as to avail themselves of the most seasonable time to give the witness in the territory which the Lord has entrusted to them. For instance, if it is found that in some sections the people are not at home in the afternoon, work in that section should be carried on when they are at home. The rural territory should be witnessed to at the most favorable time, when the roads are passable, crops in and disposed of, and the people are in position to receive the testimony. City territory, with its apartments, and houses close together, may be kept available for stormy weather.

In this way each witness, after determining just how to arrange his personal or home affairs in an orderly manner so as to be able to devote the greatest amount of time to his real work in Jehovah's vineyard, may plan his work in the field so as to efficiently use the time to the Lord's glory and honor.

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to the number of smaller combinations.

Taken as a whole, the companies show a degree of efficiency never before manifested in the manner in which they report. Out of the 627 companies, 622 organized for service are now reporting regularly. In making this analysis of the year's activities, the foreign and colored companies and sharpshooters should not be overlooked. Every one of them did splendid work in their respective field. The friends speaking a foreign tongue are becoming accustomed to witnessing to English-speaking people as well as to people speaking their own tongue, and find it just as easy to get results. The method with the card containing the testimony to be presented to the people and read by them has been found to be a great success in this respect.

PIONEERS AND AUXILIARIES

The fiscal year 1931 came to a close finding the pioneers and auxiliaries rejoicing in the Lord's service as never before. We find an increase of 199 pioneers and 149 auxiliaries each week in the service over that of former years. It was estimated that the pioneers would put in 1,222,000 hours during the year. We find as the year has come to a close that they exceeded this by over 130,000. Their total for the year was 1,354,011 hours. It was estimated that the auxiliaries would put in 341,250 hours; and their reports show 387,400 hours, or over 46,000 increase for the year. This would represent 4,888,000 testimonies for the pioneers and 1,456,146 for the auxiliaries. The report for the year shows a slight drop in the number of testimonies given by the pioneers. Their total was only 4,431,828 for the year, evidently due to the fact that much of the work done by the pioneers is in sparsely settled territory and they find it difficult to maintain an average of four testimonies an hour. However, they came so close to reaching their quota that it can practically be said that they attained it, while the auxiliaries went over their total by almost 100,000. The combined testimonies of the companies, sharpshooters, pioneers and auxiliaries greatly exceed the 10,000,000 quota for the year.

As with the companies and sharpshooters, there was a drop in the number of bound books placed by the pioneers during the past year. It was estimated that they would place 1,300,000; but they reached only 974,000, leaving them about 330,000 short. However, they exceeded their quota of booklets by over 300,000, making their grand total for the year 2,762,583 pieces of literature, which is an increase of 62,583 on what was originally estimated.

The auxiliaries also did splendid work in placing literature, although they found conditions similar to those found by the others and did not reach their quota of bound books. It was estimated that they would place about 240,000 clothbound books; and they placed only 176,003, leaving them about 64,000 short. However, their estimate for booklets was 350,000 and they reached 511,178, showing an increase of over 161,000 on the booklets. Their grand total for the year, therefore, was almost 100,000 more than the quota.

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the place of the *Kingdom* booklet in Spanish and should be reported as a booklet on the weekly report cards of the companies and pioneers distributing this edition. This first issue is to be placed at five cents each. Other issues of this magazine will be offered at seven cents when placed singly, and they will not be reported on report cards. A year's subscription is 75 cents. The distributor's rate to companies in lots of five or more mailed to one address will be 60 cents a year's subscription. It will be issued monthly.

As we should like to increase the work among the Spanish-speaking people, we hope that the English brethren in Spanish territory, as well as the Spanish brethren, will endeavor to make a wide distribution of the first issue and then make back calls, as stated in the last *Bulletin*, so that subscriptions can be taken for the new magazine.

In order to assist pioneers in Spanish territory the Society will give to any of them free 25 copies of the first issue only. These must be asked for by the pioneers, and should be used in the *Kingdom* campaign with the new magazine.

Companies, pioneers and auxiliaries should place orders immediately for the quantity that they can use in their territory.

If you do not speak Spanish at all but there are Spaniards living in your territory, all you need to do is point to the notice at the bottom of the front cover, starting with the word "Muestra". People reading Spanish will then understand the message.

We hope that the friends will make a special effort for a few weeks after receiving their supply of the first issue of *Luz y Verdad*, so that a wide distribution of the *Kingdom* booklet in the Spanish language will be accomplished to the Lord's glory.

We wish also to announce that *Prophecy* in Spanish is ready for shipment, and Spanish *Life* has been in stock for some time.